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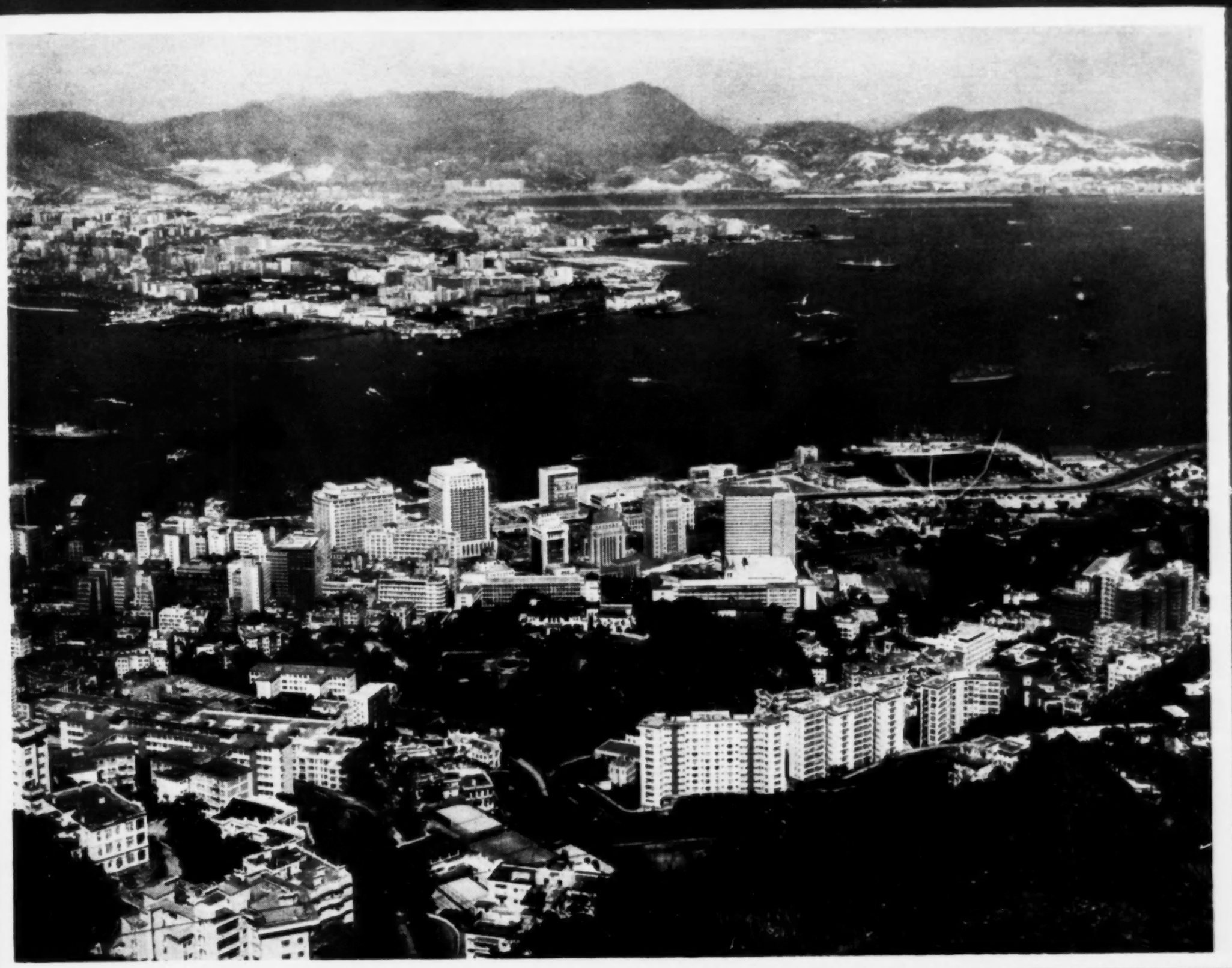

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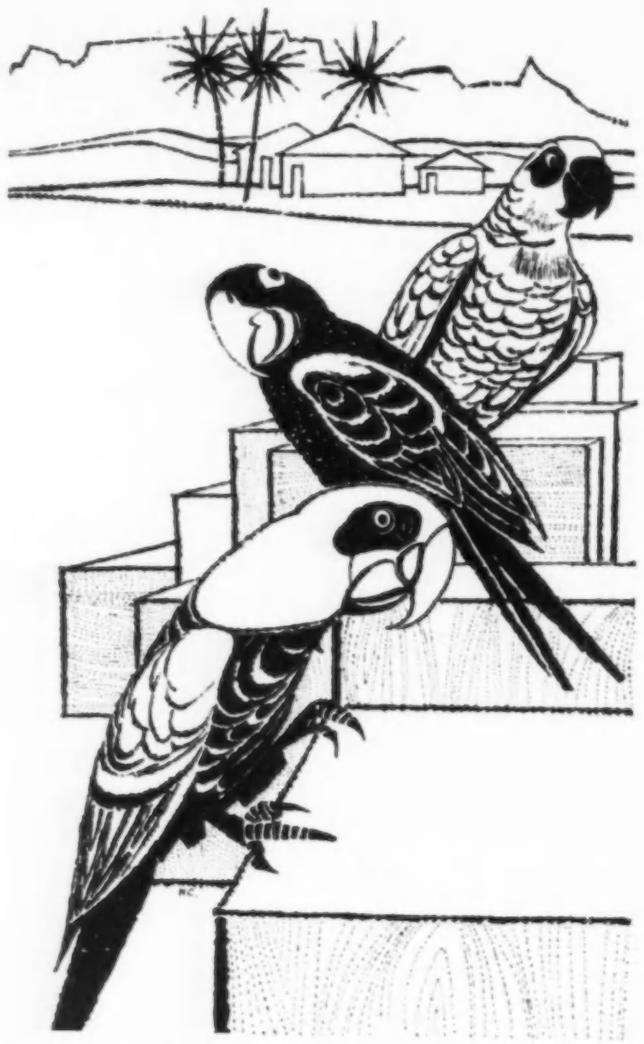

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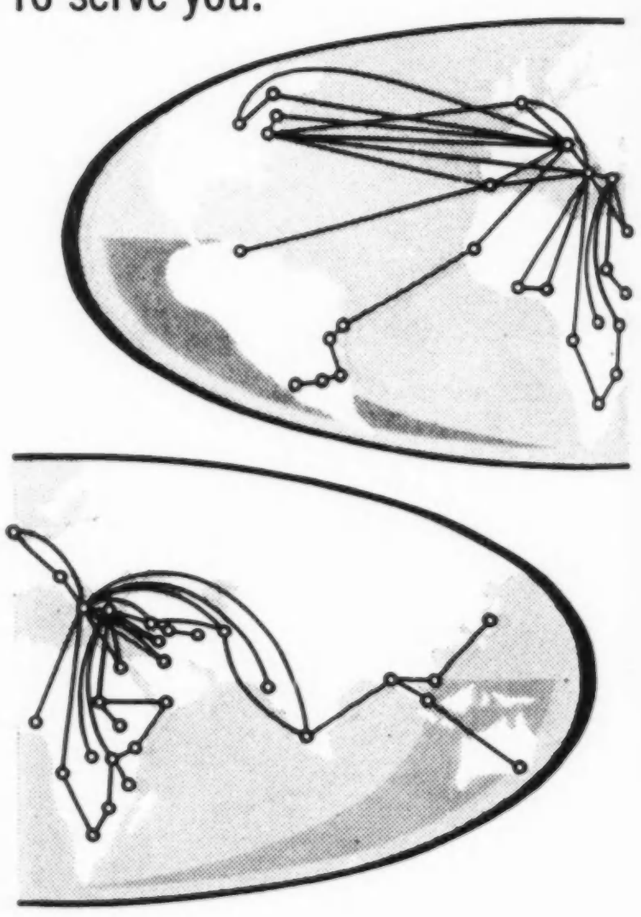

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Board of Trade Journal

VOLUME 189, NO. 3565, PAGES 121-172
16 JULY 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

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Front cover photograph

The business district of Victoria City, on Hong Kong Island, with Kowloon on the opposite side of the harbour. During the past 10 years Victoria, the Colony's centre of business and administration, has completely changed its appearance. Pre-cast buildings have been demolished to make way for 'skyscrapers' of 20 storeys or more and the process is continuing at a pace that never slackens. It has been estimated that every day of the year private investors put more than HK$1 million (more than £62,000 sterling) into new building projects. An article on British trading prospects with Hong Kong appears on page 153 of this issue.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

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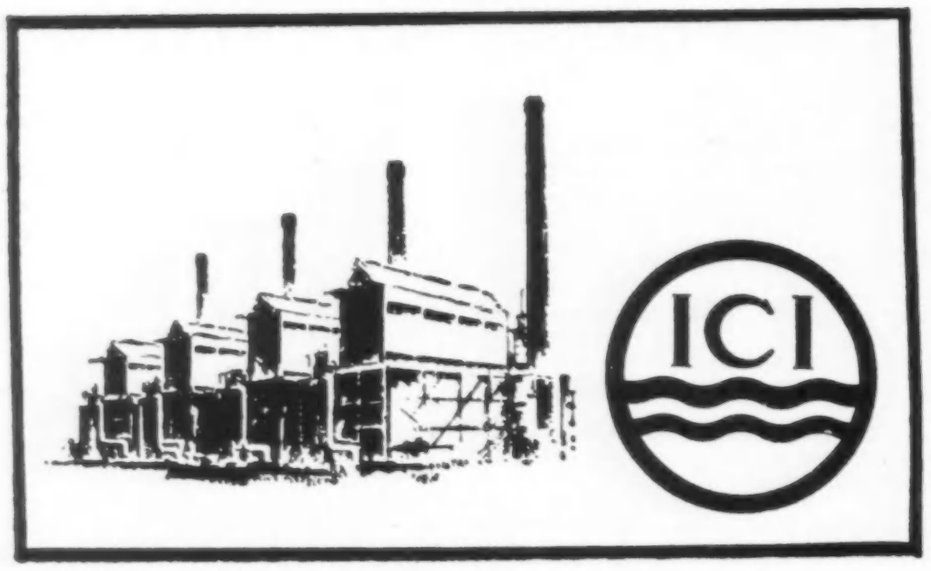

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THE BIGGEST MARKET—3

Selling British Fashion in the United States

by FREDERICK STARKE, President of the Fashion House Group of London.

This is the third of a series of articles on trading prospects in the United States and how Britain's exports to this vast market can be increased. The first article, 'A hard look at the world's most prosperous market', was published on June 18 and 'More support for store promotions in the United States' on July 9 last.

UNTIL A FEW YEARS ago the possibility of exporting British Fashion merchandise to the United States was very meagre. The image of British Fashion in the American mind meant, at best, classic knitwear and tweeds which they liked and bought, and at worst, rather drab and out-of-date styling which they certainly felt no urge to import.

This picture has changed drastically and basically in the last few years and the Americans have come to realize that British Ready to Wear Fashion is amongst the finest in the world in regard to styling, make and value.

A large proportion of the credit for this change of attitude must go to the Fashion House Group of London who, through the medium of their bi-annual London Fashion Week and the superb combined fashion show which opened that event, attracted first of all a number of American fashion writers and, as a result of the publicity thus gained in American newspapers and magazines, a few buyers from the top prestige stores, who came from curiosity and stayed to buy.

Another factor has been the upsurge of young designers in this country, creating an image of youthful, vital styling, original in flavour and quite separate from the Paris inspiration. From this latter influence has been born the 'London Look' – the most newsworthy and highly promotable look of recent years. Many of these new young designers have joined some of the famous established houses, where they benefit from the background of technical know-how and financial stability.

The recent success of British Fashion in the United States can be analysed roughly as follows: we start with our basic advantage of fine fabrics – our traditional tweeds and woollens are certainly the finest in the world and with the current upsurge of good taste in this country, the colourings of these fabrics have developed into something exceptionally beautiful and original. Nor is the fabric story any longer limited to natural fibres. Only a few years ago no American buyer would consider importing a garment in a synthetic fibre, but today, thanks to the enormous strides made in this country in the development of man-made fabrics, our synthetics are acceptable, despite the higher duty they carry.

We have a tradition of fine craftsmanship, which has not been lost in the mechanized mass-production methods now adopted and so essential in the competitive world of Ready to Wear.

Another factor is that since the death of Christian Dior, there has been no authoritative leadership emanating from Paris, which could influence a change in fashion. The contemporary feeling is for clothes designed for the lives we lead, rather than for a fictional ideal of an out-dated leisured existence. London was the first fashion centre to exploit this new trend and in so doing has gained a world leadership. On a recent visit to New York a typical comment from top buyers and store executives was that 'most of the excitement in fashion today is emanating from London'.

Also in our favour is the tendency of the American mentality to be mass-minded, so that having gained the interest and enthusiasm of a few prestige New York stores, resulting in large-scale British promotions, this leadership will be followed by good stores all over the country – witness the fact that a record number of these promotions is planned for 1965 and 1966 in cities all over the United States. The focal point of these promotions is often a fashion show, an event which has great entertainment and publicity value, and these provide an excellent opportunity for introducing British fashion merchandise into new retail outlets.

The potential of this market is enormous. With their high standard of living, there is an increasing demand for the snob value of an imported label and the urge to buy something which is not to be found in every shop in the High Street – a demand not easily met by the high level of mass-production and wide distribution practised by the Seventh Avenue manufacturers. Some of the remotest towns and cities in the United States have stores which compare favourably with our best London standards. The American public has money to spend and the stores are willing to

Henry Moore, the sculptor, is seen signing one of the Ascher panels which he designed. Zika Ascher, of London, one of the top British textile printers and converters, is well known in the export field for his printed silks and other textiles. Several of the French and Italian top couturiers buy his products, and he has recently returned from a business trip to the United States where the foremost garment manufacturers have for many years provided a ready market for Ascher's high-quality specialized textiles.

A young Londoner, Mr. Roger Nelson, has been named 'leading British designer under 30' jointly by the Associated Merchandising Corporation group of stores and the American division of Yardley's in consultation with fashion editors and buyers. Mr. Nelson is seen here leaving London Airport on July 7 to receive the award. The ceremony coincided with the release of 20 of Mr. Nelson's 'London Look' co-ordinates in Scottish wool cloth.

back their purchases with superb display and promotion.

So we have a situation where all the lights are green. We will never have a better opportunity to break into the American market and establish a steady and regular buying habit from Britain.

Equal with the opportunities are the dangers. American buyers are the most demanding and the most expert in the world. 'The London Look' has given us the chance of a foot in the doorway, but in order to establish real business, our expertize must match their own. Their standards of size and fit are rigid and I cannot emphasize too strongly that a manufacturer whose clothes do not conform to these standards will never succeed there.

Generally speaking, owing to lower labour costs and the use of native fabrics, our value is good and even with the loading of customs duty, our prices competitive. However, American stores are very sharply departmentalized and the landed price of a dress must be logical for its type – i.e. junior department, sports or casual look, cocktail or evening – and often these departments are subdivided into different price levels. There is no haphazard buying; everything has to fit into its own type and price category; in this connection it must be remembered that the American retail mark-up doubles the landed price. Therefore it is essential for the British producer endeavouring to enter this market to drive a wedge by concentrating his selling on his strongest line rather than to try and diversify amongst too many different departments.

The question of delivery is also vital. American stores are very promotion-minded and each week of their season is a vehicle for some special event; generally speaking, their buying is geared to this. A difficulty which the British manufacturer will often encounter is that the required delivery period is shorter than he is accustomed to on the home market, but if he wishes to export to the United States he must be prepared to comply with these requirements. Nothing will kill good relations more quickly than late deliveries.

Another factor to be borne in mind of course is that America is more than a country – it is a continent – and one must not forget the vast distances between states and the widely differing climatc conditions; for example woollen goods can almost be completely discounted for sale in the extreme Southern States and even for summer goods, weights of fabric have to be carefully watched for these areas – very heavy linens and synthetics being unsuitable.

To sum up, the British manufacturer wishing to sell to the American market must conform exactly to certain standards; he must produce clothes of the right look, cut in American sizes, at the right price and he must deliver at the promised time. If he is not prepared to conform to these requirements he has little chance of initial success, let alone continuity, because he is selling to the toughest market in the world and will find the buyers quite lacking in sentimentality.

For a producer prepared to meet these standards, the rewards are great. American buyers have money to spend abroad and are prepared to back their hunches. Being very label-conscious, they will be only too pleased to promote a registered name and designer, giving a British house a chance of becoming known and recognized, rather than the anonymity he often has to suffer in his own market. Buying methods are also different: they tend to buy in depth rather than to choose a large selection of styles, as they hold the point of view that if a customer likes a garment, it must be available to her in her size and colour choice.

My advice to the British manufacturer wishing to sell for the first time to the United States is to take a collection to New York. Remember they like to meet the boss – so the principal should go himself. British understatement is generally not appreciated; the Americans tend to be extrovert and will respect a salesman who has faith and enthusiasm for his own merchandise. Timing is of the utmost importance and such a visit should coincide with the definite buying weeks which occur at different parts of the year.

The New York 'Market Weeks' and the unveiling of the domestic collections are usually timed as follows:

Autumn/Winter Collections	Dresses and Coats: end of May to June 14	(for delivery to stores in first two weeks of July)
Spring Collections	Dresses and better quality Coats: second week of October	(for delivery beginning of December)
	Coats (popular price): end December/January	(for delivery middle to end of March)
Summer Collections	Dresses: first week in February	(for delivery middle to end of March)

At these times many hundreds of buyers are in New York from every state and city. The concentration of buyers is so great and their own market so extensive that they appear to work 24 hours a day on their buying trips; they may decide to see a collection at 8 a.m. or 9 p.m. and a good deal of buying is even done on Saturday and Sunday. Selling in New York is exacting and tiring, but very exciting, and the buyers courteous and highly professional.

It is advisable to contact and take advice from the American resident buying offices in London, who are most helpful in giving introductions to merchandise managers and executives of the stores they represent.

The British Embassy officials in Washington are very alert and knowledgeable and able to advise on many aspects of the problems of selling to the United States market. I would also pay a tribute to the British Consulate-General in New York and the British Information Service, whose Press Department will use every endeavour to assist the prospective exporter.

I have been very impressed with the enthusiasm of the British Consular offices in many of the cities I have visited. Where a store is organizing a British Week, HM Government do a splendid job in providing all the traditional trimmings beloved of the Americans – they appreciate the value of a London bus in Kansas City and a Pearly King in New Orleans!

The United States has the largest potential for expansion of the British Fashion Industry overseas and in addition to profitability, the challenge to succeed in the most expert of markets is an exciting incentive.

Mr Douglas Jay visits NE

MR. DOUGLAS JAY, President of the Board of Trade, who visited the North East on July 13, was conducted around the Cerebos Foods factory at Greatham before performing the official opening ceremony at the Hartlepools Industrial Exhibition. Later in the afternoon the President travelled to Darlington, where he opened the new factory of Chrysler Cummins Ltd., following which he toured the Board of Trade Industrial Estate at Skelton.

New guide for exporters to United States

LORD WATKINSON, Chairman of the Committee for Exports to the United States, announced on July 8 the publication by his Committee of the book 'Marketing in the United States – Suggestions for British Manufacturers'. In a foreword to the book Lord Watkinson says that the marketing revolution now taking place in the United States is creating a fundamental change in the concepts of selling in that market and success in exporting to the American market is entirely dependent on a clear understanding of the scope of this new development.

The book represents a concensus of skilled advice on modern marketing and selling techniques from a number of successful British and American businessmen in the United States whose formation into the British Exports Marketing Advisory Committee (BEMAC) was announced in March this year. It emphasises that in the United States British exporters are competing with marketing professionals, and in this competition it is the salesman who has more 'horse power' at his elbow in the shape of a properly developed marketing plan who will succeed.

The various aspects of a marketing plan are examined in detail and related to capital goods, service industries and consumer goods. The book also outlines many organizations in the United States and the United Kingdom which are able to give advice on these subjects, including BEMAC itself.

The Committee feels that the expert advice and guidance given in the book will be valuable both to firms already interested in the United States market and even more so to those businesses that may be considering entering it for the first time. Although based on United States experience, the book may be applied with advantage to all marketing situations.

The information in the book is set out clearly and concisely in 24 pages, which include two pages summarizing the gist of BEMAC's recommendations into 21 points.

Copies of the book are available at 5s. each from branches of HM Stationery Office and the Print and Publications Department Federation of British Industries, 21 Tothill Street, London, S.W.1.

Export rebate scheme

CLAIMS FOR PAYMENT of export rebate are due to be sent to Collectors of Customs and Excise periodically within three months of the last day of the period to which the claim relates (Public Notice No. 436, paragraphs 16 and 17). Exporters are reminded by HM Customs and Excise that the third period of claim which began on May 1 ended on June 30 (two months instead of the normal quarter). Goods exported in July 1965 should not be included in claims for this period.

ECGD issue financial guarantee for Mexican loan agreement

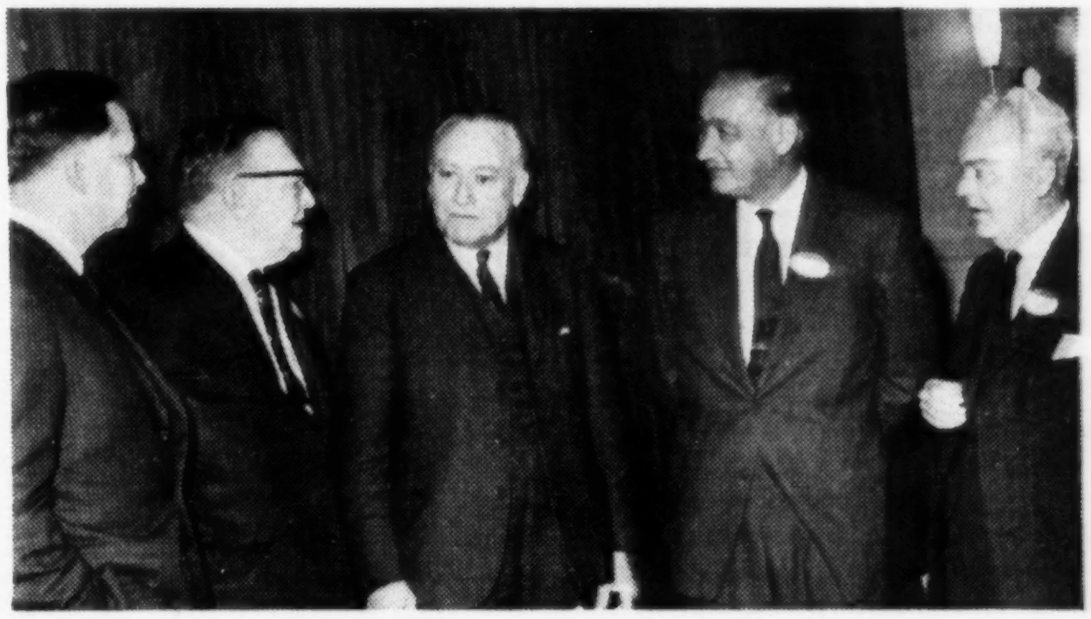
THE EXPORT CREDITS GUARANTEE DEPARTMENT issued on July 6 a financial guarantee to Baring Bros. acting on behalf of a consortium of British banks, which will assist them to make available to Petroleos Mexicanos of Mexico a loan of guaranteed and unguaranteed money. The loan will be used for the supply of British goods for a major project aimed primarily at producing 1,000 tons of ammonia per day. This will greatly expand Mexican nitrogenous fertilizer production and will improve the manufacture and distribution of fertilizers generally. It is expected that it will enable over 200 United Kingdom suppliers, in industries including petrochemical plant design and manufacture, general engineering, shipbuilding and refrigeration, to participate in the supply of this project.

Loan negotiations have necessarily been complex because they have involved harmonizing the trading and financial policies of all the parties concerned; but they have been marked by the desire of all parties to bring this business to a firm conclusion on a mutually satisfactory basis. This has now been achieved, and it is hoped that this new loan agreement will lead to new opportunities for economic co-operation and expansion of trade to the mutual benefit of Mexico and the United Kingdom in the future.

The overall cost of the project to Petroleos Mexicanos will be over £13 million, and the British loan (including guaranteed and unguaranteed money) will facilitate the supply of plant, ships and services to the approximate value of £8 million from the United Kingdom.

The Loan Agreement was signed in London on July 6 by Sr. Lic. Jesus Reyes Heroles, Director-General of Petroleos Mexicanos, and Sir Edward Reid, Director of Barings. Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, attended a luncheon given by Barings at Claridges Hotel to mark the occasion.

MR. REDHEAD MEETS LONDON AND SOUTH EASTERN EXPORTERS



A reception was given in London on July 8 by Mr. J. W. Stoodley, Controller of the London and South Eastern Regional Office of the Board of Trade, to enable a cross-section of major exporters within the Region to meet Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade. The reception was also attended by top executives of associations and organizations concerned with the promotion of British exports. The picture shows (from left to right) Mr. J. W. Stoodley, Mr. John Ryan, of the London and South Eastern Region Board for Industry, Mr. F. G. Hardy, of Marley Tile Co., and Mr. A. D. Mitchell, Senior Exporting Officer of the London and South Eastern Regional Office of the Board of Trade.

Official Receiver appointments

THE BOARD OF TRADE announce the following appointments which took effect from July 7:

Mr. Wilfred Whitehead to be Senior Official Receiver in Bankruptcy attached to the High Court.

Mr. Walter Harold Haigh to be an Official Receiver in Bankruptcy attached to the High Court.

Mr. Arthur David Gwyther to be Official Receiver for the Bankruptcy Districts of the County Courts of Birmingham, Coventry and Warwick.

Swansea official receiver—new address

THE OFFICE of the Official Receiver in Bankruptcy at Swansea has been changed from Government Buildings, 10 St. Mary's Square, to Third Floor, Grove House, Grove Place, Swansea, Glamorgan. Tel. Swansea 50652 (unchanged).

The following letter has been received by the Editor of the Board of Trade Journal *from Bakery Export Supplies Ltd., manufacturers of Bakery Tinware, Equipment and Machinery, of Hutton, Essex*

July 1, 1965

Dear Sir,

On September 30, 1960, volume 179, No. 3,315, on page 758, you printed an article with regard to our Company in connection with various achievements that we had carried out.

As a result of the information that you gave in the Journal, and also that that was given in various publications in overseas countries this has resulted in various large orders being obtained by us in the Caribbean, also in the United States.

We are extensively exporting to these countries complete bakery plants and recently, through the visit of one of our employees to Sunrise Bakery of St. Vincent, this has resulted in the total value of the bakery plant that we have installed over the years, now being worth approximately £40,000 and this Company has become one of the largest bakeries in the Windward Islands.

We have completed all installations for increasing production and are at present using the very latest of bakery machinery that is manufactured in the United Kingdom.

As the further results of a visit to the Caribbean, our engineer obtained an order from Barbados for a bakery plant which we have now just completed shipment of, to the total value of £6,000.

Yours faithfully,
BAKERY EXPORT SUPPLIES LIMITED,
G. E. Drury, Managing Director.

Economic growth of EFTA in 1964

THE EFTA SECRETARIAT reports that the gross national product of the EFTA countries as a group was 5.8 per cent greater in real terms in 1964 than in 1963. This compares with a growth of 4.0 per cent in 1963 over 1962, also at constant prices. EFTA's growth in 1964 was thus higher than the figures of 5.5 per cent for the average of all the member countries of the OECD.

All EFTA countries except Portugal exceeded their rate of growth for 1963 and the increases were in most cases considerably higher than in the past few years. The United Kingdom showed an increase in GNP in 1964 of about the EFTA average; the United Kingdom accounts for nearly 60 per cent of the EFTA total GNP.

In Austria, Denmark, Finland and the United Kingdom, a rapid increase in capital investment was one of the main contributing factors to economic growth in 1964. For all the EFTA countries, except the United Kingdom, exports of goods and services also made a large contribution to stimulating growth. Private consumption in all countries except Portugal grew less rapidly than GNP, although both private and public consumption continued to expand in all countries at roughly the same rate as in 1963.

New ICT research laboratories opened by Mr Frank Cousins

MR. FRANK COUSINS, Minister of Technology, recently opened the new building housing the ICT Research and Development Laboratories at Stevenage, Hertfordshire. All design and development work for ICT's Data Processing Equipment Group is performed in these laboratories. The laboratories comprise a computer systems division, a peripherals division, an advanced research and development laboratory, a design service department – design communications – plus the usual supporting administrative departments.

To ensure that all new equipment designed can be manufactured easily and efficiently with the production facilities available, production liaison engineers are appointed to the various project teams. These engineers are also responsible for initiating research into

To ensure speedy delivery to German industrial exporters, English Electric Co. Ltd., are now stocking electric motors built to the new IEC Continental Standards in Dusseldorf. This photograph shows one of English Electric's own lorries arriving in Dusseldorf on July 2, with the first consignment being received by Mr. C. Gronow (English Electric Export Department, London) (second from right), and Mr. Roy H. Link, HM Consul (Commercial) Dusseldorf (second from left). On the extreme left is Mr. M. Crook, Commercial Officer Dusseldorf, and extreme right Mr. Charles Scott of English Electric, Bradford. It is envisaged that regular shipments will be made.

new manufacturing techniques that may be necessary to overcome particular design-production problems. Thus, once a design has passed its final performance acceptance tests, it can be put into quantity production straight away without the need to modify the unit to make this possible. A technical staff of more than 500 persons is employed in the computer systems and peripherals divisions. Of these 300 are of degree or HNC standard. Together with supporting services, the total staff of the Research and Development Laboratories amounts to approximately 1,200.

NEDC consider five-year economic plan

THE National Economic Development Council met on July 7 under the chairmanship of Mr. George Brown, First Secretary of State for Economic Affairs, to study aspects of the Government's five-year economic plan. A further meeting has been arranged for August 5 when it is expected that a draft of the plan will be discussed. The plan is expected to be published during September.

Imports of cotton goods from Malaysia

THE BOARD OF TRADE, in Notice to Importers No. 1110, dated July 13, 1965, have given further details of the agreement which was recently concluded between the United Kingdom and Malaysian Governments for the establishment of quotas on exports of cotton goods from Malaysia to the United Kingdom. The quantities for shipment in the period to December 31, 1965 will be as follows:

(a) Woven cotton cloth, whether loomstate or finished: 8.2 million sq. yds., of which finished cloth shall not exceed 3 million sq. yds.
(b) Made-up goods of woven cotton cloth: 7.6 million sq. yds.

No provision has been made for a quota for yarn.

This agreement supersedes with effect from January 1, 1965, the agreement made in 1963 between the United Kingdom and Malayan Governments and subsequently amended, whereby exports of woven cotton cloth from Malaya to the United Kingdom were limited to an annual quota of 5,250,000 sq. yds.

Quota restrictions will not apply to exports of –

(i) Loomstate cloth imported into the United Kingdom for subsequent re-export. Imports will be licensed freely under the procedure described below, provided the importer has previously completed a form of undertaking EX/MAL/C (obtainable on request from Import Licensing Branch) and has sent a validated copy of it to his supplier in order to support the latter's application to the Malaysian authorities for an export certificate outside the quota arrangements.
(ii) Handloom cloth of the 'Batik' variety and made-up

goods thereof, for which export certificates will be issued freely by the Malaysian authorities.

It has also been agreed that shipments may be made in the period to December 31, 1965, outside the quota of

(a) 1.6 million sq. yds. of woven cotton cloth, whether loom-state or finished;

(b) The balance of contracts already notified to the Board of Trade under the terms of Notice to Importers No. 1070 dated May 1, 1964.

As from June 24, 1965, the Malaysian authorities have been controlling all shipments of cotton yarn, woven cotton cloth and made-up goods of woven cotton cloth to this country by export certification. Certificates will be required for all such cotton goods, whether subject to quota limits or free of quota as specified above. Board of Trade import licences will also be necessary but these will be issued automatically against applications accompanied by properly executed Malaysian export certificates, which importers should therefore ensure that they receive from their suppliers. This arrangement will apply to all cotton goods originating in or consigned from Malaysia, including Malayan woven cotton cloth hitherto importable solely against a Malayan export certificate under the agreement referred to above. No licences will be issued for goods unsupported by export certificates, with the exception of goods already in transit. Import licences for these will be issued on application to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, provided the goods form part of the contracts referred to above.

Imports of watches

NOTICE TO IMPORTERS No. 1112, published by the Board of Trade on July 15, gives details of a further balance on the global quota which is now available for issue.

Revised arrangements for the imports of watches under the global quota during 1965 were announced in Notices to Importers Nos. 1087 and 1093 dated October 10 and December 31, 1964, respectively. (The global quota covers imports of watches of value 30s. c.i.f. and under, and movements of value 25s. c.i.f. and under, from all controlled sources other than Switzerland and the Soviet and Chinese blocs.)

Certain importers who held licences in earlier years were granted reservations which, to the extent that they were not used, lapsed on June 30. There is thus a balance on the quota amounting to some £34,000 which is now available for issue. Applications will be considered from any dealer in watches who (a) produces written evidence of contracts with overseas suppliers which are firm subject only to the issue of an import licence, and (b) provides an undertaking in the following form: –

Notice to Importers No. 1112: Declaration

I have noted that it is a condition of the global quota that the goods shall be wholly manufactured in and consigned from the countries to which that quota applies and that this means that the principal parts of the watch, including the 'ebauche', shall be so manufactured. I declare that, to the best of my knowledge, any goods imported against any licence granted to me under these quotas will comply with these conditions.

Date..... Signature.....

(See note on 'Status of Signatory' on page 1 of form ILB/A or TIP/A)

Furthermore, applicants who have already received an import licence under the global quota for 1965 should state the value of any outstanding balances thereon. Where there is such a balance, the importer should indicate whether he is irrevocably committed to import the full amount thereof by December 31, 1965.

All applications should be made on form ILB/A (or TIP/A) and sent, together with the appropriate data, to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. They will be dealt with on a first-come, first-served basis (subject only to a measure of priority being granted to those importers who applied under Notice to Importers No. 1093 but who were too late to receive allocations; such importers should now confirm that they still want licences and should forward the necessary data where they have not already done so). Furthermore, if the initial response to this Notice is large, it may be necessary to impose an upper limit on the size of licences in order that a reasonable number of traders should be able to participate. All licences will be made valid to December 31, 1965.

Warning

Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forefeiture under the Customs Acts.

Imports of jute goods

THE BOARD OF TRADE in Notice to Importers No. 1111 dated July 13, have announced that the quota for imports of jute goods from countries other than India, Pakistan, the Irish Republic and the Eastern Area is being repeated for a further year from July 1 at 1,200 tons. The quota covers jute cloth and new sacks and bags with the exception of the types described in the next paragraph.

Imports of common sacking, heavy bags of common sacking and woolpacks, as defined in Notice to Importers No. 1047 of September 26, 1963, will continue to be freely licensed outside the quota from sources other than Eastern Area countries without restriction as also will imports of the type of hessian referred to in Notice to Importers No. 1086 of October 7, 1964 (plain weave jute fabrics, not more than 45 inches in width, weighing not less than 6½ ozs. and not more than 9¼ ozs. per square yard, having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft).

Both for quota and non-quota imports, applications for licences should be accompanied by evidence of purchase or the placing of contracts and for goods covered by the preceding paragraph, a covering letter should confirm that the order or purchase covers only material within the definitions quoted in the Notices to Importers.

Applications should be made on form ILB/A or TIP/A and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Page 1 of the form should be completed; on page 2, the quantity should be stated in cwts. and yardage for fabrics and in cwts. and dozens for heavy bags and woolpacks; on page 3 and copies, the applicant's name and address, the country of consignment and the country of origin should be entered but nothing else.

The Eastern Area comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Rumania, and the Union of Soviet Socialist Republics.

Marking of imported surgical, medical, dental and veterinary instruments and appliances; furniture; sterilizers and dentists' supplies

THE BOARD OF TRADE have received an application to vary the Merchandise Marks (Imported Goods) No. 4 Order 1928, Part IV so that, among other things, it applies at the time of importation (except in the case of dentists' supplies) as well as at the time of sale and exposure for sale in the United Kingdom to surgical, medical, dental and veterinary goods of the following descriptions:

> Instruments and appliances (including electro-medical and ophthalmic instruments) and furniture wholly or mainly of metal; orthopædic and other appliances e.g. surgical belts, trusses, deaf aids, splints; artificial limbs and other parts of the body, including teeth but excluding eyes; and sterilizers for instruments, utensils, fluids, dressings and other textiles.

(Dentists' supplies are not included in the claim for marking on importation but are to be marked at the time of sale or exposure for sale.) The application has been referred to the Standing Committee (General Merchandise) appointed by the Board of Trade under the Merchandise Marks Act 1926.

Interested parties substantially affected by the application who wish to make representations to the Committee at a public inquiry to be held on a date to be fixed later, should write to the Secretary, Merchandise Marks Committee, Board of Trade, 1 Victoria Street, London S.W.1 (Tel. Abbey 7877, Ext. 2555) not later than August 27, 1965.

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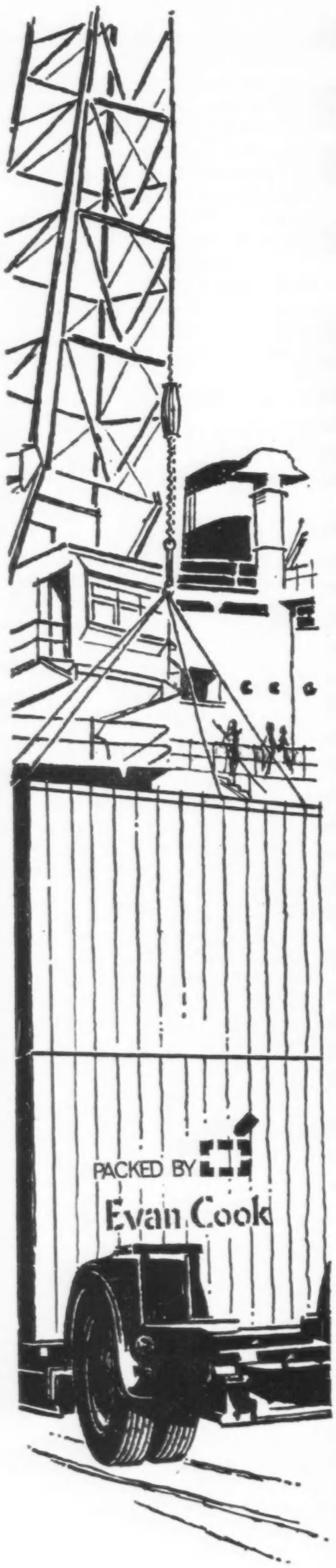

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Applications for temporary exemptions from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty on the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 30, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.03	*o*-Ethylnitrobenzene .	As in previous column .	December 31, 1965	6724
29.15	Oxalic acid . . .	As in previous column .	December 31, 1965	278
29.15	Terephthalic acid . .	As in previous column .	December 31, 1965	2837
29.25	4 - Amino - 5 - chloro - 2 - methoxybenz - (2 - diethylaminoethyl) amide dihydrochloride.	Metoclopramide - N (diethylaminoethyl) - 2 methoxy - 4 - amino - 5 chlorobenzamide dichlorohydrate.	December 31, 1965	6608
29.35	6 - Chloro - 2 - chloromethyl - 4 -phenylquinazoline 3-oxide hydrochloride.	As in previous column .	December 31, 1965	6723

Application for temporary exemption from import duty of waste paper and paperboard

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of waste paper and paperboard and scrap articles of paper or of paperboard fit only for use in paper-making (tariff heading 47.02). The application has been made on the grounds that supplies of this material available from United Kingdom and Commonwealth sources at the present time are not sufficient to meet a substantial proportion of the total United Kingdom demand.

Representations are invited from (i) producers of this material (including collectors) in this country or agents of Commonwealth suppliers who consider that they will, before the end of this year, be in a position to supply this material to United Kingdom users and (ii) users of this material who are also experiencing difficulty in obtaining adequate supplies. Users are asked to give details of their requirements during the period September 2, 1965 to December 31, 1965, and what proportion of their requirements they expect to obtain from United Kingdom or Commonwealth sources.

Interested parties should get into touch with Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2519 or 3576) not later than July 30, 1965.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, JULY 7

Import of woven shirts

Mr. Douglas Jay, President of the Board of Trade, was asked, what was the volume and value of woven shirts imported from Portuguese overseas territories in 1964; and what estimate he had made for this year. In reply Mr. E. C. Redhead, Minister of State (Overseas), said that 126,000 dozen woven shirts valued at £354,000 were imported from Portuguese territories (other than Portugal itself) in 1964. He had made no estimate for 1965.

Trade with the Middle East

Asked if, in view of the fact that the export programmes of other nations trading in the Middle East were advancing more rapidly than those of the United Kingdom, he would take steps to strengthen the United Kingdom trading position in that area, Mr. Douglas Jay, President of the Board of Trade, replied 'Yes: I am already doing this'. The President said that the Committee for Middle East Trade, one of the Area Committees of the British National Export Council, was carrying out a programme for promoting British trade with this area in the light of their researches into the goods and markets which offered the best prospects for British exports. Its predecessor, the Council for Middle East Trade, published a number of reports of the special missions which it sent out to Middle East countries; these and a booklet on 'Trading in the Arab World' published by the Board of Trade contained a great deal of information useful to exporters. The President continued: 'In the preface to the latter I drew attention to the need for British businessmen to make more visits to these rapidly growing markets, where personal contacts count for much and many of which are able, with their large and increasing incomes from oil, to hasten their economic development and improve their living standards.

'All the facilities offered by the Board of Trade, the British National Export Council and our commercial officers overseas are available to help exporters develop their business in this area. Better terms for the Export Credits Guarantee Department's cover for exports to some of these markets (Saudi Arabia, Lebanon and the Persian Gulf States) have recently been announced.'

In the manufacture of lifeboats for the Royal National Lifeboat Institution at Herd & MacKenzie Ltd., shipbuilders and engineers of Buckie, Banffshire, Scotland, a number of relatively short welds of excellent quality are required on the aluminium frames. The equipment used is British Oxygen's Sigmette, a welding gun which carries a small spool of welding wire. Picture shows the Sigmette being used to weld angle flanges to the engine seat.

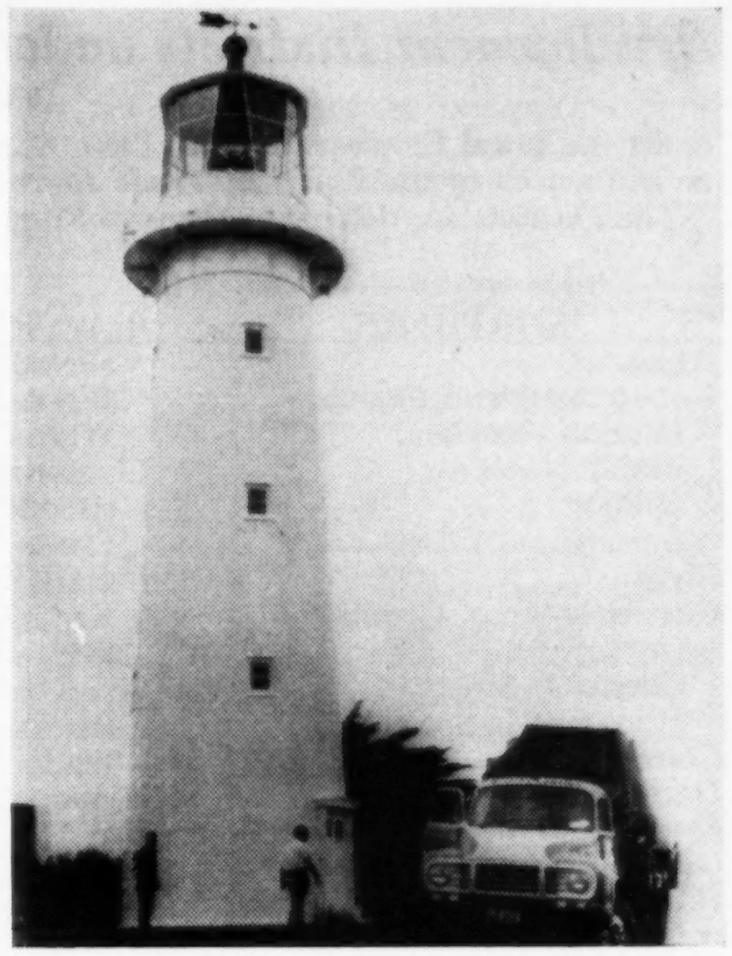
THURSDAY, JULY 8

UK exports to China

Asked why British exports to China in the first four months fell from £7,337,590 in 1964 to £5,405,186 in 1965; why our trade with a nation of 700 million was at this low level; what action he was taking to encourage it; and, what were the prospects of success, the Minister of State (Overseas) said: 'Export figures for the first five months of this year do not reflect the value of orders placed in Britain for capital plant and ships (totalling over £11 million) or the numerous other contracts made with British manufacturers in the last few months. The figure for exports in May 1965 is, however, £2 million compared with £1.3 million in May 1964. British traders are continuing to develop the contacts they have made with the Chinese State Trading Corporations, and the services of the Board of Trade are available to firms seeking to do business with China.'

Exports to Canada

In reply to a question as to what steps he was taking to encourage exports to Canada, especially of capital goods to Ontario, Quebec and British Columbia, where extensive development was planned, and in view of the growing population of these provinces, the Minister of State (Overseas) said that the Board of Trade had recently announced Canextour, a special tour of industry next November by six British commercial officers serving in Canada to discuss with individual firms the export opportunities for 11 selected products, of which seven were capital goods. The team would include representatives from Quebec, Ontario and British Columbia. The Board of Trade and the commercial officers in Canada kept firms constantly informed of business openings as they arose. The recent



A 59,000,000 candle power marine light – said to be the most powerful in the Southern Hemisphere has been installed in Tiri Tiri Lighthouse, Auckland, New Zealand. The work for this new powerful lighthouse has been carried out by AEI Lamp & Lighting Company Ltd., and Stone-Chance Ltd., Lighthouse Engineers of Crawley, Sussex. The new light was switched on just 100 years after the first lighthouse – an oil lamp – began its life as a shipping aid

relaxation in the Canadian anti-dumping valuation laws presented British exporters with a particularly favourable opportunity to increase their trade. The Board of Trade and the Committee for Exports to Canada, working in collaboration, were encouraging and helping British firms to take advantage of this and assisting exporters in a variety of other ways; for example, by organizing trade missions and opening display rooms for British goods in Toronto and Montreal.

BFMF and overdrafts for exports

The President was asked what answer he had given to the British Footwear Manufacturers' representations for cheaper overdrafts for export purposes; to what extent the bank guarantees could be extended to cover the financing of consignment stocks abroad; and what proposals he had for giving extra help to the small exporting firms. In reply the Minister of State (Overseas) said that the British Footwear Manufacturers' Federation had been told that the possibility of further improvements in export finance was being studied. Bank guarantees were designed to facilitate the provision of finance where goods had been accepted by an overseas buyer; they were not suitable for goods held on consignment before there was a contract of sale. In considering possible ways of further helping exporters the President would continue to have the needs of small as well as large firms in mind.

Total assets exceed Rls. 6,197,436,000

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Development Districts under the Local Employment Act, 1960

THE FOLLOWING is the present list of Development Districts under the Local Employment Act, 1960. Any changes in the list will be announced in the *Board of Trade Journal* when they are made.

The Districts are defined in terms of Ministry of Labour Employment Exchange Areas or Groups of Areas within which there is an established pattern of daily travel to work. In the case of Groups the separate Areas which make up each Group are shown.

BOARD OF TRADE REGIONS

NORTHERN

Aspatria
Bishop Auckland Group
(Bishop Auckland
Crook
Shildon
Spennymoor)
Blyth
Chester-le-Street Group
(Birtley
Chester-le-Street
Houghton-le-Spring)
Consett
Darlington
Durham
Guisborough
Hartlepools Group
(Hartlepool
West Hartlepool)
Haswell
Horden
Loftus
Prudhoe
Saltburn
Seaham
Seaton Delaval
Stanley
Sunderland Group
(Pallion
Southwick-on-Wear
Sunderland
Washington Station)
Tees-side Group
(Billingham
Middlesbrough
Redcar
South Bank
Stockton and Thornaby)
Tyneside Group
(Blaydon
East Boldon
Elswick
Felling
Gateshead
Jarrow and Hebburn
Newburn
Newcastle
North Shields
South Shields
Walker
Wallsend
West Moor
Whitley Bay)
Whitby
Whitehaven Group
(Whitehaven
Cleator Moor)
Wingate
Workington Group
(Cockermouth
Maryport
Workington)

NORTH WESTERN

Barrow-in-Furness Group
(Barrow-in-Furness
Dalton-in-Furness)
Birkenhead Group
(Bebington
Birkenhead
Wallasey)
Liverpool Group
(Bootle
Crosby
Garston
Kirkby
Liverpool
Old Swan
Regent Road (Liverpool)
Walton)
Prescot
Ulverston
Widnes

YORKSHIRE AND HUMBERSIDE

Bridlington

SOUTH WESTERN

Bideford
Camelford
Falmouth
Gunnislake
Helston
Ilfracombe
Liskeard Group
(Liskeard
Looe)
Newquay Group
(Newquay
Perranporth)
Penzance Group
(Penzance
St. Ives
St. Mary's)
Redruth Group
(Camborne
Redruth)
Wadebridge

WALES

Ammanford Group
(Ammanford
Garnant)
Anglesey Group
(Amlwch
Beaumaris
Holyhead
Llangefni)
Bargoed Group
(Bargoed
Blackwood
Pontlottyn
Ystrad Mynach)
Blaenau Ffestiniog
Caernarvon Group
(Bangor
Bethesda
Caernaryon
Penygroes)
Caerphilly Group
(Caerphilly
Senghenydd)
Llanelly Group
(Burry Port
Gorseinon
Kidwelly
Llanelly
Pontardulais
Tumble)
Merthyr Tydfil Group
(Dowlais
Merthyr Tydfil
Treharris)
Milford Haven
Pembroke Dock
Pwllheli Group
(Portmadoc
Pwllheli)
Rhondda Group
(Ferndale
Tonypandy
Treorchy)
*Rhyl
Tonyrefail Group
(Pontyclun
Tonyrefail)
Ystalyfera Group
(Pontardawe
Ystalyfera)

SCOTLAND

Aberdeen Group
(Aberdeen
Inverurie
Stonehaven)
Anstruther
Ardrossan Group
(Ardrossan
Irvine
Kilwinning
Stevenston)
Banff
Bathgate Group
(Bathgate
Broxburn
East Calder
West Calder)
Buckie
Cumnock
Dumbarton Group
(Alexandria
Dumbarton
Helensburgh)
Dundee/Broughty Ferry
Dunfermline Group
(Burntisland
Cowdenbeath
Dunfermline
Inverkeithing)
Falkirk Group
(Bo'ness
Bonnybridge
Falkirk
Grangemouth
Linlithgow)
Fraserburgh
Girvan
Glasgow Group
(Barrhead
Bridgetown
Clydebank
Glasgow Central
Glasgow South Side
Govan
Hillington
Kinning Park
Kirkintilloch
Maryhill
Parkhead
Partick
Rutherglen
Springburn)
Greenock Group
(Greenock
Port Glosgow)
Kilbirnie Group
(Dalry
Kilbirnie)
Kilsyth
Kirkcaldy Group
(Kirkcaldy
Glenrothes
Leven & Methill)
Lesmahagow
Newton Stewart
North Lanarkshire Group
(Airdrie
Bellshill
Blantyre
Cambuslang
Carluke
Coatbridge
East Kilbride
Hamilton
Larkhall
Motherwell
Uddingston
Wishaw)
Paisley Group
(Johnstone
Paisley
Renfrew)
Peterhead
Rothesay
Sanquhar
Shotts
Stranraer
Campbeltown
Dingwall Group
(Dingwall
Invergordon)
Dunoon
Fort William
Inverness
Kirkwall
Lerwick
Lochgilphead
Oban
Portree
Stornoway
Thurso
Wick
Turriff (Branch Employment Office Area)

} Highlands and Islands

*On the 'stop list', i.e. the Board of Trade are not at present accepting applications for assistance under the Local Employment Act. Projects will however qualify for the 'free depreciation' scheme set out in the Finance Act of 1963.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963															
3rd quarter	118	121	137	131	119	104	138	107	140	164	141	+ 3	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965															
1st quarter		132			126	108		139	162				+ 49	— 6	+ 6
1964															
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96		212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32		213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114		149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83		144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140		221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	121·5	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	167*	121*	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter					111·0*	129·0*		293	— 60	—58	288	+55	+33			
1964																
November	161	126	127·8	+4·6	110·3	126·4	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	124	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	162*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	165*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	167*	121*	129·1	+4·4	110·0	128·8	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9*	128·8*	155·1	313	— 28	—20	274	+25	+14	149	143	..
May			132·1	+5·1	111·3*	129·0*	155·6	297	— 16	—23	287	+13	+ 9	157	140	..
June					110·9*	129·1*		268	— 29	—33	302	+15	+13			

† Not seasonally adjusted. * Provisional.

United Kingdom trade in June

Summary

IMPORTS in June fell back considerably from the high May figure. The arrival of imports during the first six months of the year has been uneven but the monthly average has been 1 per cent below the average for 1964. Exports were a little lower in June and this confirms that, for the time being, the fast growth in earlier months has levelled out at a rate about 4 per cent above the average for 1964. The monthly trade deficit has varied considerably in the first half-year but on average has been a little over half the rate in 1964.

Trade Balance

The trade deficit in June fell to £33 million (seasonally adjusted). In the second quarter the deficit averaged £40 million and in the first quarter £13 million a month, but these figures reflect the unevenness in the arrival of imports and should not be taken as indicating a trend. For the first half year the average deficit was £26 million a month, compared with £46 million a month during 1964.

Exports

Exports in June were £375 million, seasonally adjusted. For the second quarter they averaged £380 million, much the same as (in fact ½ per cent lower than) in the first quarter. This small reduction is probably not significant, in view of the difficulties in adjusting for seasonal variations and variations in the length of the working month. For the half year, exports were 4 per cent above the average for 1964.

There has been some fall in exports to the primary producing countries, including markets in the sterling area and Latin America, Exports to Western Europe, after recovering strongly last autumn and in the early months of this year, are now showing little change, although exports to Western Germany continue to grow. In North America, continued expansion in the United States market in the second quarter more than offset a fall in exports to Canada. Exports to Japan were reduced sharply, but the markets in Eastern Europe and the Soviet Union are showing a good recovery.

Most of the major commodity groups reflect the pause in the growth of exports except for metals. Exports of transport equipment have been falling during recent months, with a sizeable decrease in ships and boats only partly offset by slightly higher deliveries of road motor vehicles. Over the first six months as a whole, however, exports of manufactured goods in total were 5 per cent higher than the 1964 average; other exports were about 2 per cent below last year's level, mainly reflecting some reduction in exports of fuels.

Imports

Imports in June were valued at £471 million, seasonally adjusted, a sharp fall of £30 million from the exceptionally high May figure. The reduction was mainly in goods bearing the temporary import charge which had accounted for a large part of the big rise in May. In the second quarter imports averaged £483 million, 5½ per cent higher than in the first quarter, but this undoubtedly overstates the underlying change owing to the uneven arrivals of imports during the first half of this year. Several factors contributed to this. Arrivals from the United States at the beginning of the year, especially in February, were delayed by the American dock strikes and were higher in subsequent months. Food imports, probably partly reflecting imports from the United States, were unusually low in the first quarter and showed a considerable rise in the second. In addition, the reduction in the import charge at the end of April, announced in February, led to the holding back of imports of chargeable goods until May. Taking the first half year as a whole, imports averaged £471 million (the same as in June). They were nearly 1½ per cent lower than in the second half of last year and 1 per cent less than the average for last year as a whole.

Against a background in the home economy of general expansion, imports of basic materials and of fuels in the first half-year both showed some increase over the second half of 1964. Lower prices at which fuel imports were recorded partly offset the effects of a substantial increase in volume. Some increase might also have been expected in imports of semi and finished manufactures but growth in these was no doubt restrained by the import charge and over the half-year as a whole they were 1 per cent lower than in the second half of last year. After the upsurge in these imports in May, following the reduction at the end of April in the rate of charge from 15 to 10 per cent, they fell back in June to not much above the average for the half-year. The main contribution to lower imports in the first half-year came from the food, drink and tobacco sector, where imports were 7 per cent lower than in the second half of 1964, with prices and volume both lower.

Imports from the sterling area were lower in the first half-year, though probably tending to level out in the period, and imports from North America were also a little lower in the half-year as a whole. Against this, imports from EFTA countries were about 8 per cent higher in the first half-year and there was a small increase, of about 1 per cent, in arrivals from EEC countries.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in May showed an increase of 6 per cent on a year earlier. This compares with increases of 2 per cent in April and 9 per cent in March.

The value of stocks at the end of May was 3 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
1964 May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	May 1965	January 1 to May 31	May 1965
Women's knitted outerwear, blouses and skirts	107·8	109·4	119·9
Women's coats, costumes, furs and raincoats	102·1	98·4	94·6
Women's underwear	110·8	99·8	110·2
Women's hose and children's socks	93·3	87·3	95·7
Women's millinery	107·2	107·0	111·9
Haberdashery, ribbons and wool	114·5	98·4	83·4
Children's wear	106·8	103·4	101·6
Men's and boys' shirts, pyjamas and outfitting	102·3	95·0	96·8
Gloves	106·1	90·6	132·3
Piece-goods and nets	116·4	109·8	93·7
Household textiles	105·3	97·0	93·5
Floor-coverings, furniture and hardware	96·4	98·1	110·5
Grand total (a)	106·3	100·9	102·8

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Annual report on bankruptcy and deeds of arrangement

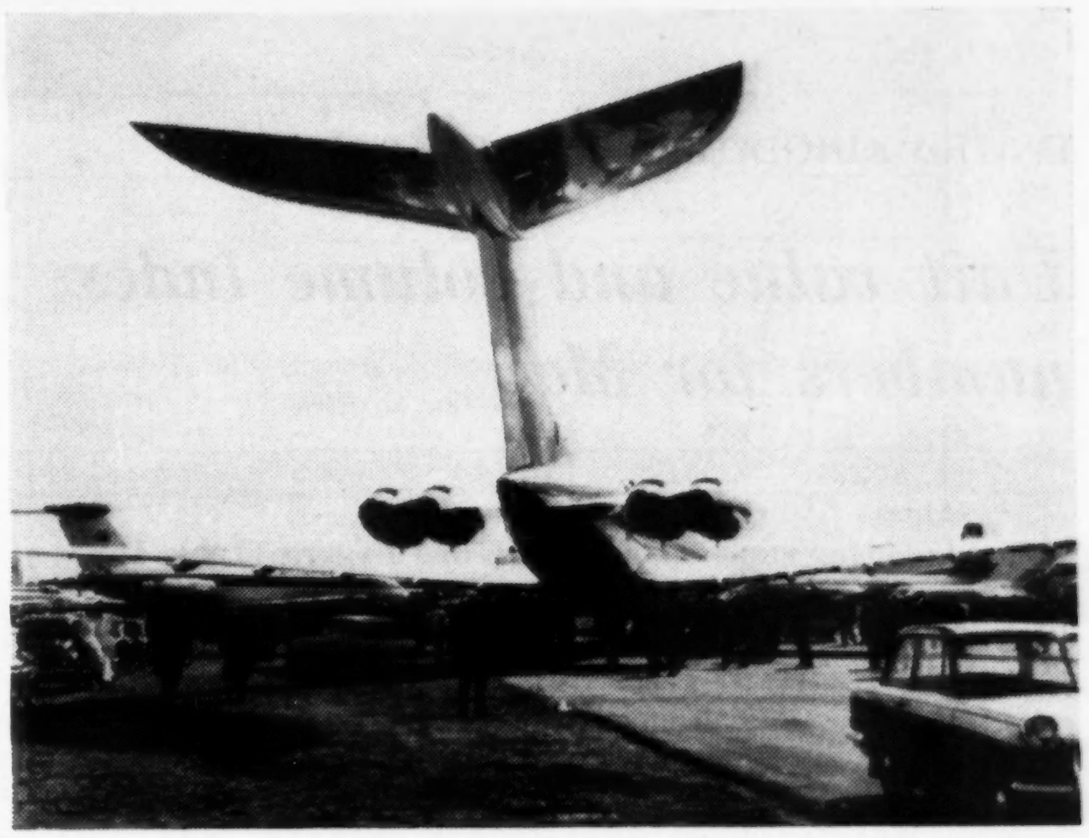
THE ANNUAL report on Bankruptcy for 1964 which was published on July 12 shows that in 1964 there were administered in England and Wales 3,359 receiving orders and administration orders, a decrease of 609 compared with 1963.

The principal groups of trades and occupations affected were builders, grocery and provision retailers, directors and promoters of companies, farmers, road haulage contractors, painters and decorators, hotel keepers and publicans, restaurant and snack bar proprietors, vegetable and fruit retailers, motor vehicle and cycle retailers, hardware and electrical retailers, and clothing and drapery retailers. These 12 groups accounted for 1,452 failures.

The number of estates in which official and non-official trustees were released in 1964 totalled 4,163, as compared with 2,398 in 1963 and 1,993 in 1962. Details are given in the report of the final financial results of their administration.

The report also contains details of the result of 809 debtors' applications for discharge dealt with during the year (668 in 1963); of the 158 prosecutions concluded in respect of bankruptcy and other offences reported by the Official Receivers (135 in 1963); of the 214 deeds of arrangement registered in 1964 (235 in 1963) and of the 233 deeds of arrangement in respect of which final accounts were rendered (261 in 1963).

Copies of the Bankruptcy General Annual Report, 1964, are obtainable from HM Stationery Office, Kingsway, London, W.C.2, and from HMSO, PO Box 569, London, S.E.1, and branches, price 4s., by post 4s. 5d.



A still from 'Airborne Today and Tomorrow', a colour film recording highlights of the 1964 Flying Display and Exhibition of The Society of British Aerospace Constructors at Farnborough. 'Airborne Today and Tomorrow' was produced jointly by the Central Office of Information and SBAC, for Britain's Information Services, and made by British Movietonews. This picture shows a tail view of the Super VC10 long-range passenger airliner.

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday July 9, 1965. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Face of a Stranger	Br/E 30516	56	July 5	Warner-Pathe Distributors Ltd.	Merton Park Studios Ltd.
Land of the Red Dragon	Br/E 30517	18	July 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Repulsion	Br/E 30518	104	July 5	Compton Cameo Films Ltd.	Compton-Tekli Film Productions Ltd.
Look at Life Series 26:					
City of Sailors	Br/E 30519	8	July 7	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Beating the Racket	Br/E 30520	9	July 7	" "	" "
Will Taps Run Dry?	Br/E 30521	9	July 7	" "	" "
Pathe Pic. Series 547/559:					
Pathe Pic. No. 551	Br/E 30522	8	July 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pic. No. 552	Br/E 30523	8	July 7	" "	" "
Movietone News 1882A	Br/E 30372	7	July 9	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1883	Br/E 30373	7	July 9	" "	" "
Pathe News 65-54	Br/E 30452	8	July 9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-55	Br/E 30453	7	July 9	" "	" "
FOREIGN					
Instant Holland	F 30514	17	July 5	Paramount Film Service Ltd.	Paramount Pictures Corp.
The Disorderly Orderly	F 30515	89	July 5	" "	York Pictures Corp. and Jerry Lewis Enterprises
Fanny Hill	F 30524	104	July 7	S.F. (Film) Distributors Ltd.	C.C.C. Film Prod. GmbH, Berlin, and Famous Players Corp., California.
Bikini Beach	F 30525	99	July 8	Warner-Pathe Distributors Ltd.	Alta Vista Film Production Co. Inc.
The Monkey's Uncle	F 30526	90	July 8	Walt Disney Productions Ltd.	Walt Disney Productions

NOTE: The registration of the film 'The Most' (F 30440) registered on June 24, 1965, has been amended to a British quota film (Br/E 30440) with effect from that date.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for May

Unit value index numbers of Imports and Exports (Table 1)

IN MAY the import and export unit value indices and terms of trade were unchanged from the April levels of 107, 108 and 101 respectively (1961=100).

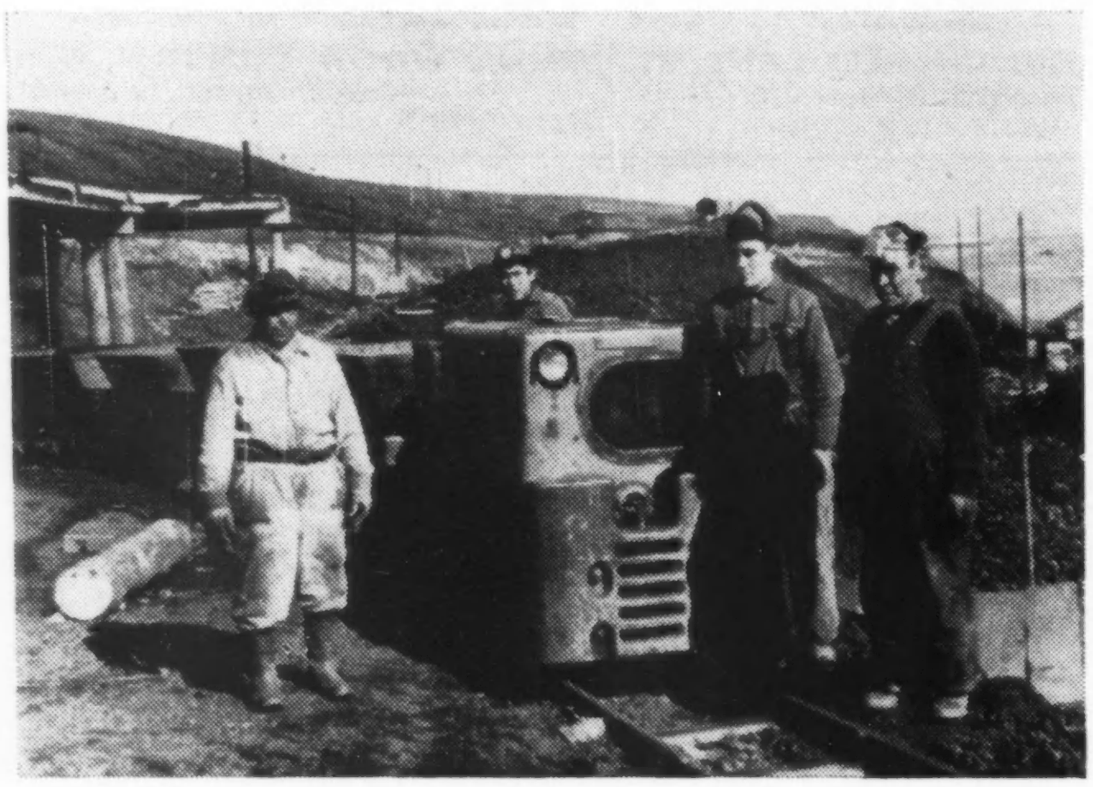
Although the overall import unit value index was unchanged, the index for the food, beverages and tobacco class of goods rose by one point caused mainly by rises in the average values of imported meat and tomatoes. There was an offsetting fall of ½ per cent in the manufactured goods index due mainly to lower average values of imported lead and lead alloys. The indices for basic materials and fuels remained unchanged.

There was no change in the overall export unit value index nor in the index for manufactured goods. Within the manufactured goods class there was a fall of 1 per cent in the other manufactured goods index; all other indices were unchanged.

Volume of Imports and Exports (Table 2)

The volume of imports rose markedly in May (seasonally adjusted) and the higher level in the last three months reflects a rebound from their exceptionally low figures earlier in the year. The increase in May seems to be partly due to the high arrivals of goods delayed by the American dock strike and to a recovery in food imports, but also reflects a big influx of goods held back to take advantage of the reduction in the temporary import charge on April 27. Although the May figure was exceptionally high, and partly due to special factors, the trend of imports appears to be levelling out after the sharp decline earlier. Comparing the period February-May (four months taken in order to reduce the distortion in the recent import figures) with the period November-January, the volume of imports has fallen by 1 per cent (seasonally adjusted). A large part of this reduction was due to unusually low imports of food, beverages and tobacco, where there was a fall of 6 per cent between the two periods. The trend of imports of finished manufactures which are mainly subject to the charge seems to be decreasing more slowly, but imports of semi-manufactures which are partly chargeable, increased by about 2 per cent between November-January and February-May. The volume of imports of manufactured goods as a whole was 1 per cent up for the latest four months, compared with the three-monthly period November-January, the marked fall in February being made good in the succeeding three months. The volume of imports of basic materials fell somewhat in May on a seasonally adjusted basis, but taking the average for the four months February-May, compared with November-January, these imports were still on an upward trend. Imports of fuels still continue to rise, and were on average 5 per cent higher in the latest period.

In order to meet a special rush order the Doagh Spinning Company of Belfast sent a ton of yarn 6,000 miles to South Africa recently. This picture shows the yarn being loaded at London Airport. Doagh exports yarn round the world, and 'to send such a big consignment by air is probably unique', said a company spokesman; 'but this was one case where the economics of transport had to take second place to the urgency of the order'.



Coal miners in Greenland with a 4½ ton Ruston mines locomotive, built by Ruston and Hornsby Ltd., Lincoln. Most of the Ruston locomotives in Greenland are located at Kutdligssat which is in the Disco Island, 20 kilometres off the mainland at about 70°N. The Ruston mining locomotives are compact, easy to maintain and are equipped with air-cooled engines.

The recovery in the volume of exports which began towards the end of last year has given way to a weakening in recent months. The seasonally adjusted index for May was two points lower at 113 (1961=100), and in the three-monthly period March-May the average volume of exports has fallen by 1 per cent, compared with December-February. The fall largely reflects a lower volume of exports of transport equipment which were lower by 3 per cent. Exports of fuels and basic materials were also less by volume between the two periods by 8 and 4 per cent respectively. Partially offsetting these decreases there were higher volumes of exports of metals (plus 5 per cent), textiles (plus 2 per cent) and chemicals which increased by nearly 1½ per cent, continuing the rising trend which recommenced in the second half of 1964. Exports of manufactured goods in total were on average lower in volume by about ½ per cent between December-February and March-May, after rising since the middle of 1964. The monthly volume of exports of non-manufactures tends to be rather erratic, but on the whole these exports have fallen by about 2 per cent between the two periods December-February and March-May, mainly due to lower exports of fuels. Exports of food, beverages and tobacco, which have been falling in earlier months, showed some recovery in April and May, and the volume of these exports was 1 per cent higher in the most recent three months as compared with the previous three months.

Note: This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of Economic Trends. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones, etc., in the import and export statistics and the revised valuation of parcel post imports.

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954 . . .	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter .	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter .	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter .	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter .	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
1963 January .	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February .	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March . .	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April . .	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May . .	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June . .	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July . .	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August . .	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September .	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October .	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November .	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December .	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2

(1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter . . .	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter . . .	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter . . .	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter . . .	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter . . .	116	96	107	147	128	112	111	112	129	103	101	110	123
1964 March	115	97	95	123	142	123	116	124	138	115	110	125	130
April	125	102	113	140	151	109	109	109	120	105	105	106	116
May	116	101	103	133	133	125	125	126	141	120	116	125	132
June	122	105	113	127	144	111	114	111	120	100	105	107	125
July	116	104	105	120	133	103	90	106	120	97	97	101	122
August . . .	117	98	111	128	134	109	120	108	137	108	109	95	128
September . . .	116	107	100	133	131	94	101	93	113	91	82	88	106
October . . .	127	111	113	134	148	114	125	112	132	108	101	105	135
November . . .	116	108	107	125	127	114	132	111	127	113	109	105	123
December . . .	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January . . .	119	99	114	145	127	107	110	107	121	98	97	107	110
February . . .	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
Seasonally adjusted													
1964 1st quarter . . .	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter . . .	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter . . .	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter . . .	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter . . .	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
1964 March	*117*	*97*	*104*	*125*	*143*	*117*	*115*	*117*	*129*	*108*	*104*	*117*	*127*
April	*119*	*97*	*110*	*130*	*142*	*107*	*112*	*106*	*120*	*106*	*103*	*101*	*119*
May	*116*	*102*	*104*	*129*	*133*	*116*	*120*	*116*	*128*	*114*	*105*	*113*	*126*
June	*124*	*109*	*112*	*130*	*145*	*110*	*118*	*109*	*120*	*102*	*105*	*102*	*127*
July	*111*	*102*	*99*	*114*	*125*	*104*	*98*	*105*	*121*	*97*	*98*	*100*	*118*
August	*126*	*111*	*111*	*129*	*150*	*116*	*123*	*115*	*143*	*110*	*119*	*105*	*129*
September . . .	*123*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October . . .	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November . . .	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December . . .	*120*	*100*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January . . .	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February . . .	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*141*	*151*	*113*	*115*	*113*	*126*	*104*	*108*	*109*	*126*

Turnover of the catering trades in May

THE UNDERLYING TREND of the turnover of the catering trade probably continued to show in May the same amount of increase on a year earlier as had, on the average, been experienced in the previous months of the year. The actual turnover in the month as compared with May 1964 showed only a small rise but this was to be expected as Whitsun this year was in June but in May last year. A more appropriate comparison of turnover in May 1965 is with turnover in May 1963, for Whitsun was also in June of that year so that in each case the May figures are not affected by Whitsun. This shows, broadly, that turnover in May registered much the same amount of increase over turnover in May 1963 as had turnover for March and April 1965 over the corresponding months of 1963.

For the separate kinds of business the percentage changes shown between May 1964 and May 1965 reflect the way in which their turnover is influenced by the Whitsun period. Hotels and holiday camps, and restaurants showed no increase in turnover this year compared with turnover in May 1964 – in face of increases in earlier months – because May 1964 was extra busy for them; but canteens and catering contractors showed a somewhat greater than usual increase because in May 1964 they were less busy. In those kinds of business, as in the total for the trade, the trend will become clearer when, with the June figures, it will be possible to compare May and June 1965 taken together with May and June 1964.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965		111				107	110	114	127	132							
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6(b)	+5				+3	+8	+4	+11	+1							
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965		91				83	90	99	119	132							
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+6(b)	+6				+5	+10	+3	+10	Nil							
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965		107				103	106	111	122	126							
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+6(b)	+6				+6	+7	+4	+10	Nil							
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965		114				112	115	116	132	134							
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6(b)	+4				+1	+9	+3	+14	+1							
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965		129				128	129	131	122	133							
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+6(b)	+8				+7	+6	+10	—1	+10							

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1965 sales was the four weeks from May 2, 1965, to May 29, 1965; the corresponding period in 1964 was from May 3, 1964, to May 30, 1964.
(b) Cumulative figure for January to May compared with corresponding period of 1964.

General Annual Report on Companies for 1964

THE COMPANIES General Annual Report for 1964 (which was published on July 12) shows that the requisitions of new companies in Great Britain at 48,315 was the highest in any year since records were started more than a hundred years ago. The number in 1963 was 42,173. Nearly all the registrations were of private companies. The total number of companies on the registers now exceeds 512,000 of which some 496,000 are private companies.

During the year 11,815 companies were dissolved or struck off the registers, and winding-up proceedings were begun in 5,472 cases, of which 738 were compulsory liquidations.

The report gives information about some of the responsibilities of the Board of Trade under the Companies Act. Thus, the Board rejected over 40,000 suggested names for companies, mostly on the ground of their being too like existing names. Again, the Board received over 10,000 applications for approval for a change of name. There is also information about the appointment of inspectors during the course of 1964. There is a section on Board of Trade prosecutions under the Act which shows 1,041 prosecutions for failure to file annual returns. Also included in the report is a list of companies which have satisfied the Board of Trade that they should be treated for the purpose of the Eighth Schedule to the Act as banking or discount companies. The Companies Registration Offices received 1,150,000 documents for filing, and there were nearly 850,000 public inspections of company files, more than double the number inspected in 1954.

Copies of the Companies General Annual Report by the Board of Trade for the year ended December 31, 1964 can be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3s. 6d., by post from HMSO, PO Box 569, London, S.E.1, price 3s. 9d.

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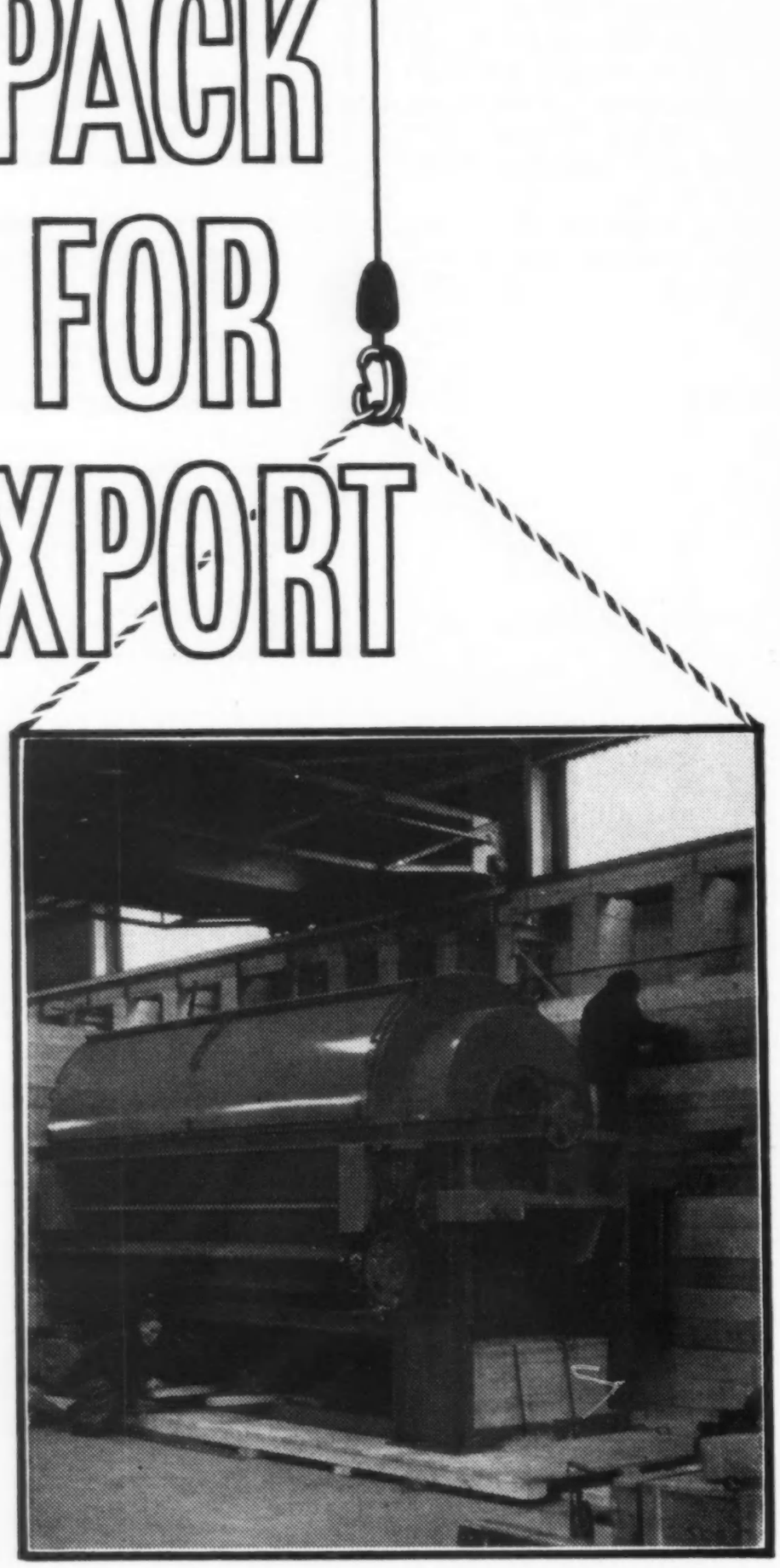

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WHOLESALE PRICE INDICES

Materials prices ease a little

PRICES OF MATERIALS and fuel used in manufacturing industry in the second quarter were marginally lower than in the preceding quarter, and nearly 1 per cent below the fourth quarter of last year. The reduction has been in the food sector, the index for which fell by 3 per cent in the second quarter; the index for the non-food group of industries rose by a further 1 per cent in the second quarter, (though they showed signs of easing in June). Output prices moved up again in the second quarter by 1½ per cent, but much of this increase occured in the drink and tobacco industries and was due to the higher level of excise duties in the Budget. The provisional index for the industries other than food, drink and tobacco, which had risen by about 4 per cent in the previous 12 months, was only a little higher than in the first quarter. Output prices of the food manufacturing industries were a little lower in the second quarter.

Materials and fuel used in broad sectors of industry

The fall of 3 per cent in the index for the food sector in the second quarter was due largely to the lower prices of imported sugar and cocoa. The provisional index numbers for each of the broad group of non-food industries were all higher than in the first quarter. The increases were most marked in the chemical industries, the mechanical engineering industries and in the electrical machinery industry. The index numbers for the other groups of industries showed only small rises. There was also a slowing down in the rate of increase in prices of materials used in construction and in house building.

Output of broad sectors of industry

The slight fall in prices of products of the food manufacturing industries sold on the home market in the second quarter was due to the fall in refined sugar prices. Prices of these products other than sugar were much the same as in the first quarter. The provisional index numbers for each of the broad sectors shown in Table 2 were all moderately higher than in the preceding quarter although only the iron and steel index showed a larger rise than between the fourth and first quarters.

These Arkon flow gauges will form part of a £1 million polythene plant built for Pemex, the Mexican state owned petroleum concern, by Simon-Carves Ltd., a member company of Simon Engineering Ltd. Destined for Reynosa in northern Mexico, the gauges will keep a check on 'purge' flows and they are used in conjunction with a pressure switch to raise an alarm should the flow drop below a specified minimum.

WHOLESALE PRICE INDICES, *continued*

1. Materials purchased by broad sectors of industry--1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964			1965		1964			1965					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·1	107·0	108·2	107·7	107·4*	106·2	108·5	107·9	107·7	107·6	107·7	107·8*	107·5*	107·0*
	Basic materials	101·9	102·9	104·3	103·3	103·1*	102·1	104·6	103·9	103·4	103·2	103·3	103·4*	103·2*	102·6*
	Fuel	138·1	138·1	138·4	141·2	141·1*	137·6	138·5	138·8	140·8	141·4	141·4	141·5*	140·9*	140·9*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	107·8	108·6	109·9	109·7	111·0*	107·8	110·3	109·4	109·2	109·8	110·0	110·9*	111·3*	110·9*
	Basic materials other than fuel	102·5	103·5	104·9	104·2	105·7*	102·6	105·4	104·2	103·7	104·2	104·5	105·5*	106·1*	105·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·3	103·7	105·4	104·8	101·5*	102·9	105·4	105·8	105·7	§104·6	104·1	102·9*	101·1*	100·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	110·4	111·7	113·2	116·8	118·9*	110·8	113·3	114·1	115·4	§116·9	118·2	118·7*	119·0*	119·0*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	134·7	135·5	137·7	138·6	140·3*	134·7	138·0	137·9	138·1	138·7	139·0	139·8*	140·5*	140·5*
361	Materials and fuel used in the electrical machinery industry.	124·2	125·2	127·8	128·9	130·7*	124·2	128·1	128·7	128·7	128·9	129·3	130·0*	131·0*	131·0*
Order X	Materials and fuel used in the textile industries	99·2	97·8	95·6	93·6	93·9*	98·4	95·9	94·2	93·8	94·0	93·0	93·8*	93·9*	93·9*
Order XIV	Materials and fuel used in the timber industries	114·5	115·3	117·4	119·4	119·8*	114·8	117·9	118·4	119·2	119·5	119·5	119·7*	119·9*	119·8*
Order XV	Materials and fuel used in the paper industries	109·9	110·1	111·4	114·9	115·1*	109·9	111·9	111·9	114·6	115·0	115·0	115·1*	115·1*	115·1*
Order XVII	Construction materials	125·4	126·1	127·6	128·8	130·2*	125·7	127·7	128·3	128·4	128·9	129·2	130·2*	130·3*	130·2*
Part of Order XVII	House building materials	125·9	126·5	128·2	129·8	131·4*	126·2	128·5	129·0	129·4	129·9	130·1	131·2*	131·5*	131·5*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964			1965		1964			1965					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June
Orders III to XVI	All manufactured products: Total sales	122·9	123·9	124·9	126·5	128·2*	§123·3	125·0	125·3	126·1	126·4	126·9	128·0*	128·3*	128·3*
	Home market sales	123·5	124·7	125·8	127·5	129·6*	§123·8	125·9	126·3	127·1	127·5	127·9	129·4*	129·8*	129·7*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	123·2	124·1	125·1	126·9	127·5*	§123·5	125·3	125·6	126·5	126·9	127·4	127·4*	127·6*	127·6*
	Home market sales	124·2	125·0	126·3	128·3	129·0*	§124·4	126·4	126·8	127·9	128·3	128·8	128·8*	129·0*	129·1*
211 to 229	Products of the food manufacturing industries: Home market sales	117·2	118·2	119·5	120·8	120·3*	117·4	119·6	120·0	120·6	120·8	121·1	120·8*	120·3*	119·8*
263 to 277	Chemicals and allied industries: Total sales	105·1	105·6	106·5	108·6	109·0*	105·2	106·4	106·9	108·0	108·7	109·0	108·9*	108·9*	109·0*
	Home market sales	106·5	107·1	108·1	110·2	110·5*	106·6	108·0	108·6	109·6	110·2	110·5	110·5*	110·5*	110·5*
311 and 312	Iron and steel industries: Total sales	129·1	129·5	129·8	130·2	131·6*	129·1	129·8	129·8	130·0	130·2	130·5	131·4	131·7*	131·7*
	†Home market sales	134·2	134·3	134·6	135·3	136·6*	134·2	134·6	134·7	135·1	135·4	135·4	136·4	136·7*	136·7*
Order X	Textile industries other than clothing: Total sales	109·9	110·5	111·3	111·4	111·8*	110·1	111·4	111·5	111·6	111·4	111·4	111·7*	111·8*	111·7*
	Home market sales	107·5	108·3	109·0	109·4	109·8*	107·8	109·1	109·2	109·5	109·4	109·4	109·7*	110·1*	109·5*
Order XII	Clothing and footwear: Home market sales	112·3	112·9	113·1	114·1	115·1*	112·5	113·1	113·3	113·8	114·2	114·3	114·7*	115·2*	115·3*
Order XIV	Timber industries: Home market sales	116·8	117·5	119·0	121·1	121·6*	116·9	119·1	119·9	120·8	121·0	121·4	121·4	121·6*	121·8*
481 to 483	Paper industries: Home market sales	113·9	114·3	115·4	118·3	118·7*	114·1	115·6	116·1	117·8	118·5	118·6	118·6	118·8*	118·7*
Order XVII	New construction‡	128	129	131	132	133*	128		131			132			133*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter. § Revised figures

(Continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 19, 1965. (monthly averages)

	1964		1965		
	June	Dec.	April	May	June
Coal†	151·3	158·6	151·9	152·1*	152·1*
Slates	172·5	172·5	172·5	172·5	172·5*
Salt	113·8	111·0	110·7	110·7	110·7
Flour	119·3	119·3	117·3	117·3	117·3
Sugar, refined	131·7	124·1	122·6	116·0	111·3
Chocolate and sugar confectionery	108·0	109·1	111·1	111·1*	111·1*
Beer	117·2	117·4	126·1	126·1*	126·1*
Tobacco and cigarettes	136·4	139·3	151·5	154·6*	154·6*
Hard coke	164·0	164·0	177·0	177·0*	177·0*
Motor spirit, standard grade (including duty)	109·4	122·7	122·7	122·7	122·7*
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	129·5	128·9	128·9	128·9	128·9*
General chemicals	100·3	100·7	100·9	100·8*	100·8*
Pharmaceutical chemicals‡	65·8	65·9	64·0	64·0	64·0*
Pharmaceutical preparations	98·8	100·5	101·2	101·2	101·2
Toilet preparations	133·9	133·0	138·8	139·7*	140·5*
Paint for building and decorating	115·8	116·1	116·0	116·3*	116·3*
Soap	138·0	149·3	154·6	156·2	156·2*
Soapless detergents	102·5	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	76·5	74·7	74·7	74·8	74·8*
Steel sheets	133·0	134·2	135·4	135·6	135·6
Tinplate	120·3	124·2	125·7	125·3	125·3
Other steel goods (excluding tubes)	133·8	133·9	136·0	136·3*	136·3*
Steel tubes	140·9	141·0	142·1	142·5	142·5
Iron castings	145·7	146·4	148·4	149·5	149·5*
Aluminium and aluminium alloy products:					
Extruded and drawn	142·2	145·2	145·2	145·2	145·2
Rolled	132·9	136·3	136·3	136·3	136·3
Castings	139·5	139·5	144·1	144·1	144·1
Forgings	135·6	135·6	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	118·2	140·9	137·1	139·7	138·7
Photographic paper and films, etc.	125·4	126·0	126·0	126·0	126·0*
Spectacles, etc.	125·8	130·2	130·2	130·2	130·2*
Dental goods	136·7	137·2	138·6	138·9*	141·3*
Gramophone records	138·5	138·5	138·5	138·5	138·5
Domestic electrical appliances	101·2	101·3	101·8	102·8	102·8*
Perambulators, etc.	124·4	124·5	128·0	128·0	128·0*
Tools and implements	144·2	147·8	151·4	151·2*	151·2*

	1964		1965		
	June	Dec.	April	May	June
Cutlery	132·1	132·8	135·7	136·2*	136·2*
Cutlery (other than razors and razor blades)	132·8	133·9	139·2	140·8	140·8*
Spoons and forks	147·2	150·3	154·9	157·9*	157·9*
Galvanized cisterns, tanks and cylinders	157·1	163·3	163·3	163·3	163·3
Domestic hollow-ware	146·9	147·7	156·5	156·5*	156·5*
Domestic gas appliances	112·2	112·2	113·2	113·2	113·2
Cotton yarn	95·2	97·8	97·2	97·3	97·3*
Spun rayon yarn	105·0	106·5	107·2	106·8	106·8*
Irish linen yarns (wetspun)	134·5	134·5	126·3	126·3	126·3
Cotton cloth	100·5	105·0	105·6	105·6*	105·6*
Linen	128·5	129·7	131·0	131·0*	131·0*
Rayon and acetate fabric	114·4	119·1	119·8	119·8*	119·8*
Wool tops	90·8	80·9	78·3	78·4	77·9
Worsted yarns	98·8	91·7	90·7	91·1	90·7
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	102·4	99·1	97·4	97·7	93·3
Jute yarn	107·7	125·4	125·4	128·4	128·9*
Jute piece-goods	112·4	127·8	127·8	128·9*	132·1*
Rope, twine and net	128·7	126·5	122·6	122·4	122·1*
Hosiery and other knitted goods	98·9	100·2	101·1	101·2*	101·2*
Carpets and rugs	127·4	127·8	127·8	127·7*	127·7*
Canvas goods and sacks	99·2	105·2	105·7	111·6*	110·6*
Leather for footwear	104·2	108·7	109·0	109·7*	109·7*
Travel goods	124·7	125·4	127·8	127·8	127·8
Made-up clothing	111·6	112·5	114·1	114·7*	114·7*
Weatherproof outerwear	102·6	102·8	104·6	104·6*	104·6*
Men's and boys' tailored outerwear	113·0	114·5	115·9	116·9*	116·9*
Women's and girls' tailored outerwear	110·4	110·1	111·0	111·7*	111·8*
Women's and girls' light outerwear	109·6	110·8	112·2	112·3*	112·4*
Footwear (excluding rubber)	113·5	113·7	114·8	114·9*	114·9*
Refractory goods, including bricks	145·4	149·6	149·8	149·8	149·8
Non-refractory goods, including bricks	129·1	130·6	132·9	135·0*	134·9*
Building bricks, common, other than fletton, *ex works*.	131·5	134·8	139·5	147·2	147·2
Building bricks, fletton common, *delivered*.	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	128·4	132·3	132·8	132·8*	132·8*
Domestic china and earthenware	139·2	142·3	143·0	146·1*	148·1*
Glass (other than containers)	133·1	135·2	135·6	135·6	136·5
Glass containers	118·4	123·4	129·6	130·7	130·7*

* Provisional figure. † This index is based on prices ruling on the last day of the month.
‡ Revised figures for January to April =64·0.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

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3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964		1965		
	June	Dec.	April	May	June
Cement, delivered	124·5	124·5	124·5	124·5	124·5
Abrasive paper and cloth	128·7	128·7	132·1	132·1	132·1*
Cast stone and cast concrete products	112·8	117·1	118·1	118·1	118·1
Home-grown hardwood	102·2	104·8	105·5	105·5*	105·5*
Domestic furniture	119·9	121·2	122·8	122·7*	123·2*
Bedding, etc.	111·4	113·5	117·6	118·0	118·0
Wooden boxes, packing cases, crates, etc.	119·1	121·6	123·7	124·9*	124·9*
Paper and board	112·5	113·6	115·1	115·1*	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	112·7	116·7	119·6	120·1*	119·9*
Wallpaper	133·8	133·8	138·0	138·0	138·0
Paper bags	118·4	118·4	123·2	123·2*	123·2*
Manufactured stationery	119·7	120·4	123·7	123·7*	123·7*
Other manufactures of paper and board	108·1	108·1	112·1	112·1*	112·1*
Rubber tyres and tubes	123·4	123·4	124·3	124·3*	124·3*
Rubber goods (other than tyres and tubes)	116·2	118·7	120·0	120·8*	120·7*
Rubber footwear	125·9	135·2	135·2	135·7	135·0
Linoleum and felt base	135·5	138·5	142·0	142·0	142·0
Brushes and brooms	138·8	138·9	142·8	142·8	142·8
Toys and games	122·1	122·1	126·0	126·0*	126·3*
Sports equipment	133·9	133·9	134·6	137·2	137·2
Pens and pencils	112·3	113·8	115·4	115·4	115·4*
Other stationers' goods	130·3	132·7	132·7	133·4	133·4
Plastic mouldings	103·8	104·7	105·9	105·9*	105·9*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1964		1965		
	June	Dec.	April	May	June
Hides and skins	80·8	90·0	92·2	94·2	94·7*
Imported	88·0	94·8	98·0	100·7	101·5
Native	70·0	82·9	83·5	84·4	84·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	123·1	125·5	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	117·9	185·2	196·7	201·1	190·9
Lead, ex-ship, wharf or warehouse†	92·7	144·3	132·8	113·9	104·9
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	164·5	183·1	198·9	212·6	208·3
Zinc, ex-ship, wharf or warehouse†	165·6	159·1	146·5	150·2	145·8
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	123·4	121·7	114·8	115·8	115·8*
Palm oil, c.i.f., in bulk	100·9	111·7	129·7	130·8*	130·8*
Whale oil, acid, soft, naked, ex-works	82·1	72·2	104·0	105·6*	105·6*
Pyrites, c.i.f., United Kingdom ports	62·4	63·5	60·7	62·4	62·8
Rubber, No. 1 R.S.S. one month future	101·7	103·0	109·4	109·6	108·0
Sulphur, crude (for acid making), c.i.f.	62·9	64·2	71·9	71·9	71·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·6	154·2	156·7	157·1	157·1*
Cotton, raw	72·6	71·8	70·8	70·9	70·5
Jute, raw, 'Export Firsts', c.i.f. Dundee	118·3	156·1	148·5	152·0	149·0*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	114·7	151·3	149·9	152·9	150·1*
Silk, raw, delivered mill	117·0	119·7	142·6	143·1	140·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	125·6	109·1	108·6	109·7
Wool, raw	91·4	79·1	76·4	76·3	76·3*
Crossbred, medium and coarse, c.i.f. U.K.	106·3	88·5	89·4	89·4	89·4*
Crossbred, fine, c.i.f. U.K.	94·1	80·7	75·8	75·2	75·2*
Merino, c.i.f. U.K.	82·4	72·8	70·0	70·0	70·0*
Timber:					
Imported hardwood (ex-yard or wharf)	112·9	115·1	114·8	115·0	115·1*
Imported plywood (delivered to consumers)	101·9	117·2	119·2	115·7	115·7*
Imported softwood (delivered to consumers)	113·1	116·7	118·2	118·4	118·5
Woodpulp, imported	100·3	100·9	104·4	104·4	104·4

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1964, but any later changes known to have come into operation are shown. **21s.** (by post 21s. 11d.)

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Shipping Movement at United Kingdom Ports

Foreign and Coastal Trade Movement in February 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during February 1965 amounted to 11,658 thousand net tons: this was nearly 1 per cent more than the tonnage for the same month in 1964. Commonwealth vessels accounted for 5,446 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first two months of the year showed an increase of 455 thousand net tons when compared with the corresponding period for 1964.

There was a 14 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo for the month of February, and a 9 per cent increase for the first two months of the year compared with 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

TABLE 1 **Shipping movement at UK Ports**

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of February 1964	4,735	7,468	3,381	188	3,900	4,160	4,107	1,995	133	1,980
Month of February 1965	4,720	7,462	3,106	137	4,218	4,216	4,196	2,071	131	1,994
Two months ending February 1964	9,854	15,641	7,248	384	8,010	8,687	8,880	4,488	303	4,089
Two months ending February 1965	9,372	15,639	6,616	354	8,668	8,152	8,358	4,211	261	3,885
In ballast: Month of February 1964	1,293	1,574	660	31	883	1,937	4,981	2,059	99	2,823
Month of February 1965	1,274	1,688	788	40	860	1,969	5,364	2,016	82	3,266
Two months ending February 1964	2,610	3,445	1,545	83	1,818	3,919	10,481	4,355	197	5,929
Two months ending February 1965	2,458	3,353	1,570	82	1,701	3,945	11,271	4,224	164	6,882

(1) Includes Irish Republic and South Africa.

Seen at a Liverpool dockside is one of three Leyland Titan double-deck buses which will carry tourists around the Canadian side of the Niagara Falls later this year. Used by London Transport for the past ten years, the buses will be operated by a group of Canadian businessmen who have formed a new company, Double Deck Tours Ltd. They plan to buy further double-deckers for use in other Canadian and American cities which cater to the tourist trade.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 172 *of this issue.*)

BALL and ROLLER BEARINGS

CLAUDE RYE BEARINGS

895·921 FULHAM RD LONDON SW6
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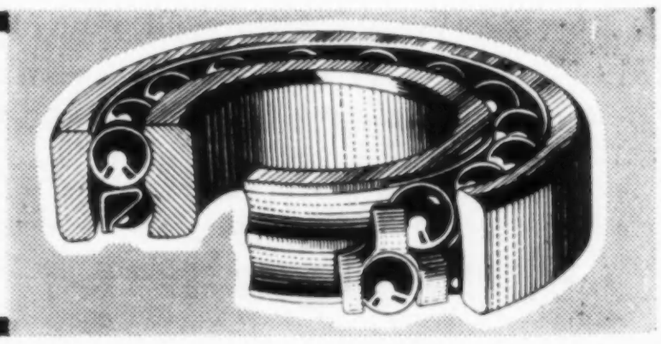

TABLE 2 Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	February		Two months ended February		February		Two months ended February	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,486	1,420	3,153	2,884	1,339	1,268	2,870	2,589
Other commonwealth	114	107	235	223	140	157	309	305
Foreign	3,135	3,193	6,466	6,265	2,681	2,791	5,508	5,258
Total	4,735	4,720	9,854	9,372	4,160	4,216	8,687	8,152
	Thousand n t tons							
Commonwealth (1):								
Registered in United Kingdom	3,381	3,106	7,248	6,616	1,995	2,071	4,488	4,211
Registered in Canada	3	—	3	3	—	—	—	—
Registered in other countries	185	138	381	352	133	131	303	261
Soviet	38	55	125	134	23	38	41	55
Finnish	47	62	102	130	29	32	64	56
Swedish	294	363	525	737	100	126	224	223
Norwegian	792	924	1,628	1,928	309	332	590	642
Danish	199	172	435	367	103	145	222	296
Polish	16	17	33	30	16	13	46	22
German	279	301	516	562	213	245	430	446
Dutch	626	492	1,173	984	450	379	974	722
Belgian	145	120	290	264	120	116	246	244
French	248	299	536	587	208	192	391	409
Spanish	47	54	113	121	50	60	111	116
Italian	157	124	278	317	—	—	3	3
Yugoslav	14	6	30	25	6	7	13	11
Greek	179	161	329	378	22	61	32	100
United States of America	225	156	491	390	179	98	422	258
Panamanian	71	149	180	294	19	31	37	55
Liberian	363	642	946	1,158	26	20	40	48
Other	160	121	279	262	105	99	203	179
Total foreign	3,900	4,218	8,010	8,668	1,980	1,994	4,089	3,885
TOTAL	7,468	7,462	15,642	15,639	4,107	4,196	8,880	8,358
Trading Areas:								
Irish Republic	347	348	695	717	361	338	726	682
Northern Europe (Foreign)	1,766	1,831	3,869	3,816	1,558	1,635	3,364	3,179
Europe (Atlantic) and Western Mediterranean Countries	663	719	1,405	1,514	523	581	1,101	1,211
Central and Eastern Mediterranean Countries	992	1,098	1,802	2,014	142	126	314	252
West and South Africa	556	509	1,053	1,282	208	237	500	455
East Africa, Persian Gulf, India	993	980	2,236	1,992	213	239	445	434
Eastern Asia and Islands in the Pacific	233	176	453	372	164	203	362	343
Australasia	253	252	553	495	193	200	448	395
North America (Atlantic Coast)	584	345	1,325	1,009	422	340	957	790
West Indies and Central America (Atlantic Coast)	711	840	1,415	1,751	138	160	279	312
South America (Atlantic Coast)	152	164	356	303	117	70	230	181
South and Central America (Pacific Coast)	40	39	123	65	16	22	57	31
North America (Pacific Coast)	171	156	340	300	52	45	97	93
Other areas	7	7	16	12	—	—	—	—
Total Commonwealth Countries (1)	2,269	2,153	4,940	4,656	1,136	1,184	2,391	2,332
Total Foreign Countries	5,200	5,309	10,703	10,984	2,971	3,012	6,489	6,026
TOTAL	7,468	7,462	15,642	15,639	4,107	4,196	8,880	8,358

(1) Includes Irish Republic and South Africa.

TABLE 3 Foreign trade arrivals and departures at principal ports for period of January and February

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	2	7	20	9	18	20	13	36	20	13	37
Bristol	716	624	264	756	652	280	82	129	110	641	638	266
Cardiff	277	266	107	334	310	183	120	92	131	386	347	207
Dover	587	582	491	836	820	732	574	566	460	826	823	729
Falmouth (inc. Truro)	2	8	8	241	209	76	—	—	2	304	289	72
Folkestone	88	84	78	89	90	82	87	84	77	95	94	84
Grimsby (inc. Immingham)	442	475	438	545	534	488	190	117	161	546	600	512
Harwich	612	678	547	624	697	579	603	694	572	622	702	597
Holyhead	179	178	166	186	181	172	180	177	165	186	183	170
Hull	774	761	556	857	824	617	311	258	355	870	786	588
Lancaster	107	36	7	111	44	21	3	4	13	78	55	20
Liverpool	2,109	2,072	826	2,618	2,528	1,058	1,309	1,114	737	2,798	2,786	1,116
London	4,904	4,773	2,307	6,228	6,018	2,844	2,588	2,373	1,903	6,130	5,943	2,973
Manchester (inc. Runcorn)	949	942	431	1,002	985	485	308	296	336	892	950	513
Middlesbrough	542	548	224	724	747	311	316	372	253	762	819	359
Milford Haven	770	890	65	860	1,025	129	81	89	38	820	927	111
Newhaven	21	40	81	24	41	87	23	41	87	25	42	90
Newport (Mon.)	213	201	80	311	310	143	187	163	109	355	349	150
Plymouth	47	34	68	85	72	131	27	18	55	91	53	116
Southampton	1,935	2,098	334	2,439	2,547	464	960	917	289	2,450	2,566	479
Swansea	184	165	90	470	446	280	414	384	360	539	487	394
Tyne Ports	365	351	203	522	573	263	247	210	177	661	653	278
Glasgow	846	845	252	974	968	291	492	385	153	1,056	970	269
Grangemouth	162	168	178	247	254	216	190	180	166	318	239	211
Greenock	59	75	18	193	208	51	13	13	13	215	301	56
Leith	137	101	155	143	103	162	70	55	106	121	99	149
Belfast	273	354	221	294	375	244	65	77	90	211	351	192
Other ports	1,244	1,309	2,451	1,580	1,659	3,150	691	692	1,870	1,536	1,678	3,030
TOTAL	18,547	18,660	10,653	23,311	23,230	13,557	10,153	9,510	8,824	23,551	23,746	13,768

(Continued on next page)

SHIPPING MOVEMENT AT UK PORTS—*continued*

TABLE 4 **Coasting trade arrivals and departures at principal ports for the period January and February**

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	4	17	397	353	477	406	334	433	413	339	453
Bristol	194	305	245	261	387	719	96	194	518	370	425	747
Cardiff	52	122	132	165	222	468	58	56	306	127	173	450
Cowes	226	222	1,293	590	575	2,637	213	198	1,132	600	570	2,616
Falmouth	28	34	29	132	160	103	23	20	56	55	41	94
Hartlepool	3	20	23	148	143	121	127	104	94	132	131	126
Hull	166	168	71	286	326	287	106	154	218	331	350	322
Immingham	64	146	31	202	285	162	84	201	128	188	310	180
Lancaster	206	267	157	233	278	201	253	253	233	262	279	240
Liverpool	484	501	411	729	750	692	431	437	549	735	677	694
London	1,376	1,394	1,226	1,737	1,730	1,746	376	400	577	1,816	1,797	1,710
Manchester	177	182	111	262	256	265	142	133	143	311	255	230
Middlesbrough	53	48	65	232	236	255	95	78	113	169	191	205
Milford Haven	107	55	19	443	546	165	484	607	172	500	646	190
Newport (Mon.)	54	57	217	127	82	246	33	6	14	101	68	234
Portsmouth	75	79	340	443	432	1,664	14	13	148	444	429	1,666
Preston	170	191	310	196	211	355	143	178	279	193	221	372
Southampton	344	452	1,419	931	945	1,889	798	822	1,579	932	932	1,915
Sunderland	48	39	54	378	320	395	317	268	307	384	318	382
Swansea	33	19	71	332	263	583	185	177	392	208	207	463
Tyne ports	76	121	46	602	648	460	339	300	336	485	509	447
Glasgow	198	176	196	365	295	258	171	159	168	284	248	266
Belfast	996	993	1,325	1,021	1,055	1,460	788	741	925	1,045	1,040	1,483
Other ports	1,907	2,222	5,175	2,652	2,969	7,170	1,246	1,599	3,245	2,624	2,988	7,178
TOTAL	7,034	7,814	12,983	12,863	13,465	22,778	6,926	7,431	12,065	12,709	13,143	22,663

TABLE 5 **Shipping movement at UK ports**

Coasting Trade – Great Britain	Arrived				Departed			
	Number of vessels	Total 1,000 net tons	Commonwealth (a) 1,000 net tons	Foreign 1,000 net tons	Number of vessels	Total 1,000 net tons	Commonwealth (a) 1,000 net tons	Foreign 1,000 net tons
With cargo: Month of February 1964	5,575	2,810	2,376	434	5,406	2,881	2,390	491
Month of February 1965	5,768	3,296	2,636	660	5,496	3,260	2,558	702
Two months ending February 1964	11,456	5,914	4,968	946	11,171	6,081	5,063	1,018
Two months ending February 1965	11,328	6,690	5,345	1,345	11,005	6,638	5,280	1,358
In ballast: Month of February 1964	5,020	2,863	2,300	563	5,025	2,698	2,270	428
Month of February 1965	4,698	2,741	2,156	585	4,949	2,635	2,129	506
Two months ending February 1964	10,415	5,800	4,702	1,098	10,503	5,453	4,540	913
Two months ending February 1965	9,643	5,584	4,396	1,188	9,820	5,326	4,319	1,007
Coasting Trade – United Kingdom								
With cargo: Month of February 1964	6,315	3,337	2,856	481	5,877	3,268	2,750	518
Month of February 1965	6,601	3,855	3,157	698	6,029	3,686	2,938	748
Two months ending February 1964	13,027	7,034	5,984	1,051	12,206	6,926	5,837	1,089
Two months ending February 1965	12,983	7,814	6,369	1,445	12,065	7,431	5,995	1,436
In ballast: Month of February 1964	5,076	2,876	2,307	569	5,355	2,848	2,405	443
Month of February 1965	4,774	2,777	2,175	602	5,342	2,821	2,286	535
Two months ending February 1964	10,545	5,830	4,720	1,110	11,217	5,783	4,831	952
Two months ending February 1965	9,795	5,651	4,437	1,214	10,598	5,713	4,628	1,085

(a) Commonwealth and Irish Republic.

ROBERT HOUGH

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Accounts delivered under the Protection of Depositors Act, 1963

THIS ARTICLE presents some statistics derived from accounts delivered in 1964 by 74 companies or groups of companies to the Board of Trade under the Protection of Depositors Act, 1963. The accounts concerned are made up to dates between January 1 and June 30, 1964, and, as at the date of this article, represent all the accounts delivered made up to dates in this first half-year.

The companies or groups of companies whose accounts are analysed cover a number of different activities. As Table A shows, financing of hire purchase and instalment credit business was the most important activity.

	Number of Companies or Groups	Total Assets £ million	Instalment Credit Receivables £ million
Hire purchase companies .	49	244	200
Lombard Banking Group (1)	1	120	51
Other.	24	40	3·5
All companies or groups .	74	404	254

(1) Excludes instalment credit receivables by member companies registered outside the British Isles.

For 49 of the 74 companies instalment credit receivables made up more than half of total assets and these companies may therefore be considered as hire purchase finance houses. The 24 companies classified as 'other' included 6, the bulk of whose assets, aggregating about £2½ million, consisted of land and property. For most of the remainder loans were the principal asset; in a few cases loans to associated companies were significant.

Total deposits held by the 74 companies, including deposits held by their subsidiaries, amounted to £187 million. These were equal to just under half of the total assets. Table B gives an analysis according to asset size.

Table C analyses the deposits held by each size group into the amounts which were repayable to depositors in various periods from the dates of the accounts. This table also shows the number of depositors and the average amount of deposit in the separate groups. In this connection it should be borne in mind that one depositor may have deposits with more than one company and may have more than one class of deposit in the same company. Numbers of depositors varied greatly among the companies, ranging from a mere handful for some small companies up to nearly 100,000 for the largest company. The four largest companies accounted for just over 70 per cent of the total assets of all the companies and of the deposits held. If the two largest groups of companies are excluded, the average size of deposit was smaller among the smaller than among the larger groups of companies.

Financing of hire purchase and other instalment credit agreements was an important activity for most of the companies. Fifty-nine companies show among their assets hire purchase or other instalment credit oustanding – the 49 companies mentioned in paragraph 2 for which instalment credit receivables made up more than half of their total assets and 13 companies with a lesser interest in this field. The total amounts receivable after taking into account provisions for bad and doubtful debts, as required by the regulations, were £254 million. This total included hire purchase agreements, credit sale agreements under which the price is payable by instalments and loan agreements under which the loans are repayable by instalments at intervals not exceeding three months. In addition to amounts receivable on agreements initially entered into in the name of the company it also included amounts receivable by the company under or in connection with instalment credit agreements which have been assigned to the company. Amounts owing under direct agreements to all hire purchase finance companies at the end of June 1964 amounted to £706 million and amounts due to them under block discounting arrangements that

TABLE B – **Deposits analysed by size of company or group of companies**

Size Group	Value of Total Assets	Number of Companies	Total Assets £ million	Capital and Reserves £ million	Deposits	
					£ million	as % of assets
1	Over £100 million	1*	120·3	15·8	56·7	47
2	£50 million–£100 million	1†	91·2	15·5	48·6	53
3	£25 million–£50 million	2‡	74·9	15·7	29·3	39
4	£10 million–£25 million	4	50·7	7·4	21·6	43
5	£5 million–£10 million	4	23·4	3·5	13·7	59
6	£1million–£5 million	15	27·2	5·7	12·7	47
7	Under £1 million.	47	16·1	3·9	4·4	27
	TOTAL	74	403·8	67·5	187·0	46

*Lombard Banking Group – Deposits relate to British Isles only, excluding deposits held by subsidiaries registered in other countries.
†Mercantile Credit Group.
‡Astley Industrial Trust Ltd., and Anglo Auto Finance Co. Ltd.

TABLE C – **Numbers of Depositors and Analysis of Deposits by Length of Notice of Withdrawal**

Size Group	Number of Companies	Deposits Repayable in				Total Deposits £ million	Number of Depositors	Average Amount of Deposit £ thousand
		Up to 1 month £ million	Over 1 up to 3 months £ million	Over 3 up to 12 months £ million	Over 12 months £ million			
1	1	8·1	2·5	46·1	—	56·7	98,168	0·58
2	1	18·4	15·1	10·7	4·4	48·6	911	53·3
3	2	10·1	8·9	10·3	Nil	29·3	6,677	4·39
4	4	3·6	3·9	13·5	0·6	21·6	12,863	1·68
5	4	1·8	1·5	10·4	—	13·7	11,961	1·15
6	15	5·8	1·7	4·9	0·2	12·6	20,142	0·63
7	47	1·4	0·9	1·8	0·3	4·4	8,653	0·51
TOTAL	74	49·2	34·5	97·7	5·5	186·9	159,375	1·17

they had made with retailers amounted to a further £46 million, as shown in the *Board of Trade Journal* of August 14, 1964. The 41 companies which delivered accounts thus covered about one-third of total instalment credit receivable by all finance companies.

For the 74 companies revenue attributed to periods subsequent to the date of the balance sheet made up 10.7 per cent of the total of £254 million receivable under instalment credit agreements. This proportion was similar to that which 'unearned finance charges' bore to the instalment debt of all finance companies in June 1964 (*Board of Trade Journal*, September 4, 1964, page 507). Among fixed assets shown by the companies, stock on hire was identifiable to the value of £17 million; 16 companies showed figures but the bulk of the total was accounted for by four companies. Other fixed assets accounted for £7 million.

The Accounts Regulations call (in para. 4 of Part 1 of Schedule 2) for a statement by each company of the total amount receivable under hire-purchase and credit sale agreements entered into by the company in the six months preceding the date of the balance sheet, sub-divided among certain types of goods. These figures are summarised in Table D. Corresponding figures for all hire-purchase finance houses, as estimated from monthly statistical returns made to the Board of Trade by all the larger and some hundreds of the smaller companies are shown for comparison. Statements delivered under the Act relate to differing periods of six months while the estimates for all finance houses cover the first half of 1964. Nevertheless it is clear that the relative importance of the types of goods financed are much the same in both cases, vehicles and caravans accounting for about three-quarters of the total. The rather higher proportions of total credit shown by all finance companies for the named categories of goods may be due to the fact that in their monthly returns many companies allocate advances under all forms of instalment credit, including personal loans, among the various types of goods, whereas the Regulations call for only hire-purchase and credit sale agreements to be allocated, other instalment credit agreements being shown as a separate total without sub-division. As will be seen from the table some £19 million or 14 per cent of total instalment credit was reported under this heading in the accounts delivered under the Act.

TABLE D – **Instalment credit agreements entered into**

	By Companies which Delivered Accounts (a)		By all Finance Houses January to June 1964	
	£ million	% of total	£ million	% of total
Hire-purchase and credit sales:				
Motor vehicles and caravans.	96·9	72	275·9	75
Farm and industrial equipment	8·1	6	41·5	11
Household goods	8·6	7	30·6	8
Other goods	1·6	1	21·3	6
Other instalment credit	18·7	14		
TOTAL ABOVE	133·9	100	369·3	100
Agreements assigned to the company	8·9	—	—	—

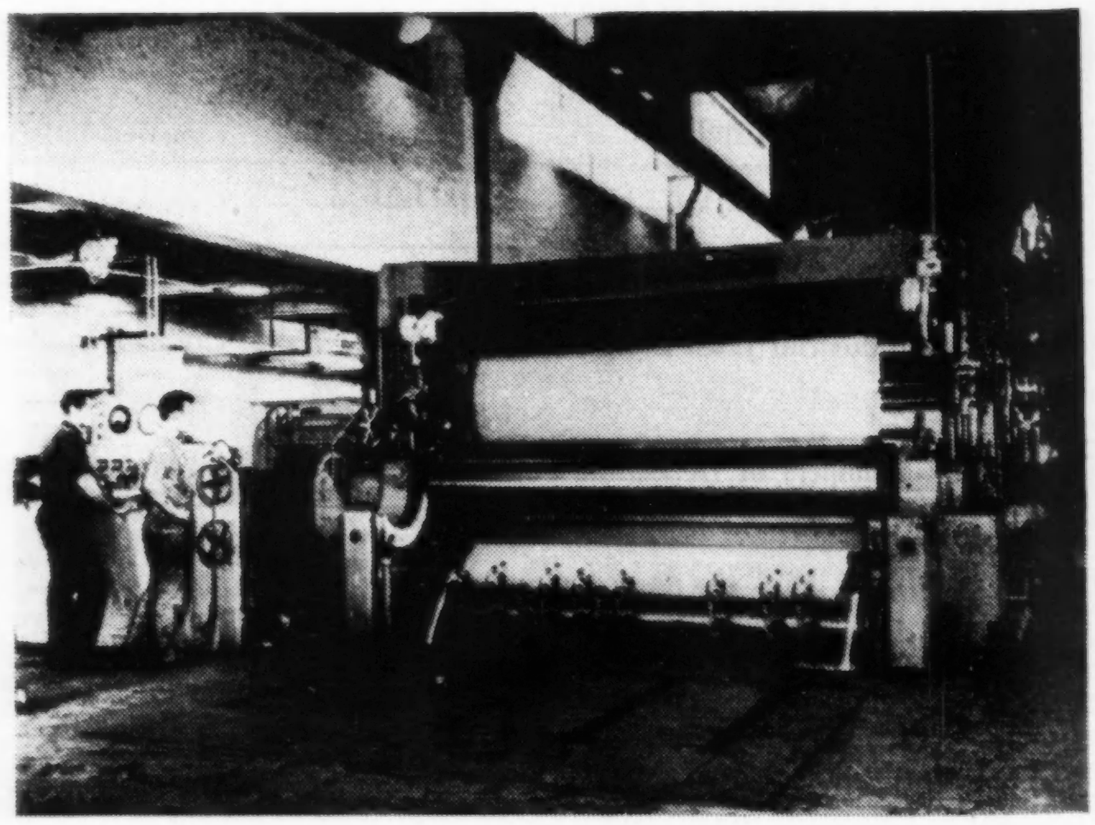
(a) In the six months preceding date of balance sheet.

In the case of 52 companies amounts receivable under instalment credit agreements exceeded the total of deposits held. Instalment credit receivable by these companies amounted to £200 million while deposits held totalled £102 million. Twenty-nine companies showed receivables of over 3 times deposits, another 11 companies showed receivables of between 2 and 3 times deposits while 8 companies showed between $1\frac{1}{2}$ and 2 times and 3 companies up to $1\frac{1}{2}$ times. In only one of these cases was it stated that the amount owing by any person to the company exceeded 10 per cent of all sums owing to the company and of the total amount of deposits.

The Accounts Regulations call for additional information from companies a substantial part of whose business consists of the purchase or holding of land for investment, development or resale or the lending of money on the security of mortgages or charges on land or otherwise dealing in land, 'land' being taken to include any interest or right in or over land. Seventeen of the 24 companies mentioned in paragraph 2 as being classified as 'other' in Table A and seven of the 49 companies specialising in instalment credit transactions showed this additional information. Eighteen of these 24 companies showed holdings of land, all of it situated in the United Kingdom, the balance sheet value being about £4 million, while the same number of companies showed loans, including some repayable by instalments at up to 3 monthly intervals, against mortgages or charges on land, totalling about £14 million.

Notes on the Statistics. The Protection of Depositors Act, 1963 and Regulations made by the Board of Trade under it require certain companies to deliver information supplementary to that provided for under the Companies Act, 1948. Broadly all companies which advertised for deposits after July 10, 1963, or which, having advertised for deposits after January 10, 1961, retained between October 10, 1963, and January 10, 1964, any money deposited with them are liable to deliver balance sheets and profit and loss accounts every six months, including group accounts in cases where a company which advertises for deposits is a holding company. The additional information called for is set out in Schedule 2 of the Protection of Depositors (Accounts) Regulations, 1963 (Statutory Instrument No. 1353 of 1963) and falls into two parts – additional information to be given by all companies and special information to be given by certain property companies. Audited accounts in respect of each company's financial year are to be followed by interim accounts, which need not be audited, covering the next six months.

The statistics in this article are derived from accounts (and the additional information) both annual and interim, made up to dates between January 1 and June 30, 1964. In cases where a company delivering accounts is a holding company the figures included are those for the holding company and its subsidiaries taken together. Accounts delivered by companies which are identifiable as subsidiaries of holding companies also delivering accounts have been excluded from the analysis. Accounts for much the same batch of companies have been delivered for dates in the second half of 1964, those which delivered annual accounts in the first half of the year delivering interim accounts in the second half and vice versa. The statistical picture shown by those accounts would no doubt be very similar to that shown here. All accounts made up to dates falling in the first half of 1964 which have been delivered to the Board of Trade are covered in the statistics but further sets of accounts made up to dates between January 1 and June 30, 1964, might yet be delivered since companies beginning in the future to advertise for deposits may deliver accounts including a set dated up to fifteen months before the date on which the advertisement is issued.



This U3 underfeed winder, for producing very large diameter reels of paper board, is being produced by British Winders Ltd., for export to Sweden. British Winders are an associate company of Masson Scott and Co. Ltd., of Wimbledon, whose export figures are in excess of 60 *per cent of annual turnover.*

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
July 22 .	Miscellaneous stores and equipment, including:	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Clothing and equipment: Airmen's greatcoats, jackets, blouses and trousers, aircrew blouses and trousers, padded trousers, khaki drill clothing, raincoats, warrant officers' greatcoats, officers' raincoats, woollen pullovers, socks and stockings, shirts and collars, pants and vests, navy blue clothing, PVC jerkins, outer coats, kapok coats, duffel coats, rubberized coats, cold weather clothing, groundsheets, oilskin clothing, flying clothing including partial pressure suits, electrically heated suits, air ventilated suits, lightweight suits, gauntlets and electrically heated gloves, airmen's caps and berets, WRAF clothing, webbing equipment including packs and haversacks, kit bags, air travel bags, mess tins, water bottles, steel helmets, respirator face pieces, etc.

Footwear: Brown ankle boots, fur-lined flying boots, black leather flying boots, black boots and shoes, women's black shoes, fireman's boots, motor cycle boots, cold weather boots, kerosene boots, knee boots, overboots, canvas shoes, electrically heated bootees, leather soles, insoles, etc.

Electrical equipment: Electric motors, generators and alternators, rectifiers, regulators, invertors and convertors, transformers, condensers, armatures, magnetic relay switches, batteries, cable, various lamps, electric fans, meters and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, supermatic cameras, Agiflex cameras, enlargers, epidiascopes, magnifiers, various lenses, cone lenses, glazing drums, developing trays, chemicals, film and bromide paper, etc.

General stores: Ball and roller bearings (including 19,800 self-aligning ball bearings 5 x 19 x 6 mm.), aircraft wheels, brake units, friction plates, pressure plates and plate carriers, hydraulic equipment, reservoirs, actuators, fire extinguishers, rubber dinghies, office furniture, cable reels, etc.

Sept. 8 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALES

Sale by tender of office safes. Applications for tenders should be addressed to Ministry of Defence (AFC.19a (Air)), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
July 20-23 .	Excavators, crawler tractors, bulldozers and angledozers, mobile cranes, fork lift trucks, tractors and breakdown vehicles,	Ordnance Storage and Disposal Depot, Ruddington, Nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
	heavy duty trucks, limousines, saloons, estate cars, Land-Rovers, Austin 'Champs', load carrying and dual purpose vehicles, hydraulic tippers, mobile tankers, tank transporting and other trailers, plant ancillaries and spares, BSA, Douglas, Matchless, Triumph and Velocette solo motor cycles.		
Aug. 10 .	Plant and equipment and miscellaneous stores including machine tools, pneumatic hand drills and grinders, MT accessories, furniture, textiles, clothing, water supply and electrical equipment, etc.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The advertising campaign to publicise the Government's services for exporters has now been running for several weeks in the national and local Press and is being extended this month into the trade and technical Press.

A representative advertisement appeared on pages 1360 and 1361 of June 18 issue of the *Board of Trade Journal*.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for:

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
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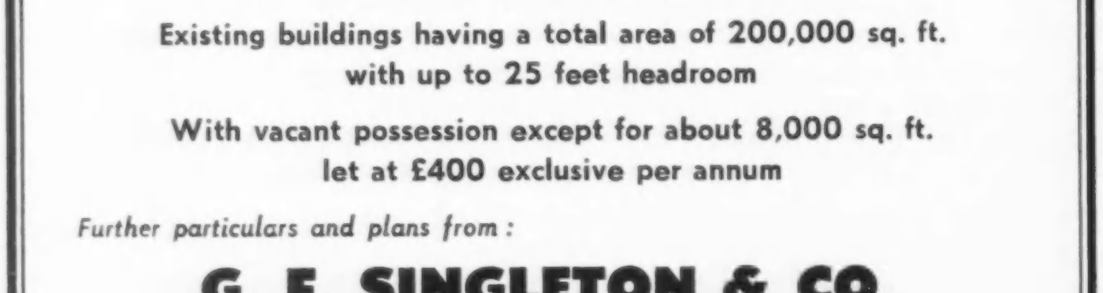
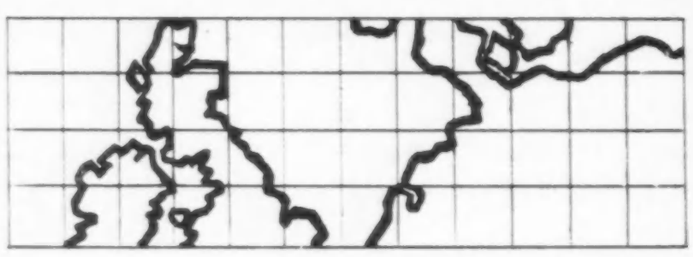
53 King Street, Manchester, 2. (Tel. DEAnsgate 7954/8)
and 9 Richmond Terrace, Blackburn. (Tel. 52424/6).

or

The District Estate Surveyor, F. B. WITCHELL, Esq., F.A.I., Ministry of Public Building and Works, Warwick Road South, Manchester, 16. (Tel. CHOrlton 7211 — Extension 100).



SALES PROMOTION MAPS



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Exhibitions and Fairs

British stands attract visitors at Munich exhibition

HM Consul-General, Mr. A. S. Halford-MacLeod, CMG, CVO (left), with officials of BP (Mr. Hammett and Herr Kuhn) on the BP Stand.

THE 'First World Exhibition of Transport and Communications' or as it is better known, 'IVA', was opened in Munich on June 25 by Dr. Luebke, the Federal German President. The exhibition will remain open until October 3 and is the most ambitious ever staged on the Munich exhibition grounds, which cover some half a million square metres. Thirty-five nations are participating and there are also some hundreds of individual exhibitors. Many of the most important aspects of transport and communications are covered in the exhibition.

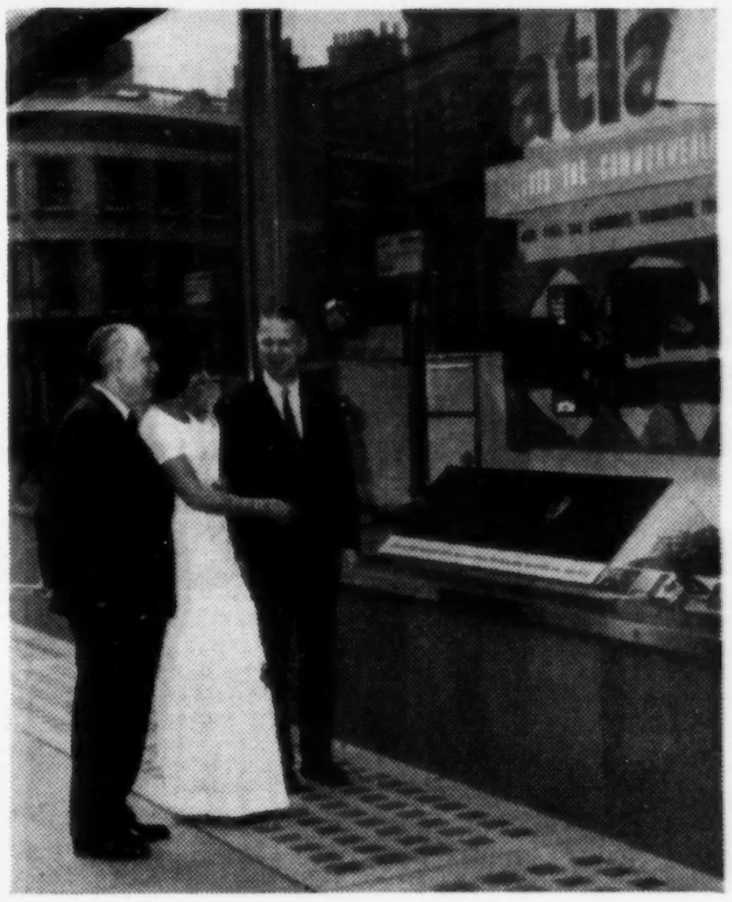
The main British stands are the 'London Transport' exhibit for which some financial assistance has been provided from Government funds through the Board of Trade's 'joint venture' scheme, and those of Guest, Keen and Nettlefolds and British Petroleum. The London Transport stand features the building of the new Victoria Line which is of particular interest in Munich, where work on the city's first underground railway was started recently.

Considerable interest has been shown in the working models of hovercraft, which are the main feature of the British Petroleum stand. This interest has been heightened by the impending inauguration of a hovercraft service in North Germany, by recent press reports about a possible cross Channel hovercraft service and by the publicity obtained following a well attended press conference given by British Petroleum on the day before the exhibition opened. President Luebke visited the British Petroleum stand during a tour of the exhibition following the opening ceremony.

The attractive and imaginatively designed Guest, Keen and Nettlefolds stand shows the various ways in which steel is used in all branches of the transport industry. Much interest has been shown in one of the main features of this stand, an 'exploded car' made up from components produced by Guest, Keen and Nettlefolds for various British car manufacturers.

Glasgow Corporation are showing a Leyland Atlantean double-decker bus and ticket issuing equipment from Bell Punch and Setright is included in a representative display. In the traffic control section, there is a working display of the equipment of Elliott Automation who recently secured a substantial order from the City of Munich. A cut-away version of the Rover 2000 car is shown in a section dealing with traffic safety and the 'Concord' is featured in the French exhibit in the 'Aviation and Astronautics' section.

Atendance at the exhibition has been estimated at 250,000 for the first ten days. Although the exhibition is not primarily intended for the trade, the British exhibitors are hoping to attract worthwhile orders and, indeed, have already received some interesting inquiries.



Commonwealth export display window

Mr. Arthur Bottomley, Secretary of State for Commonwealth Relations, was the principal guest at a reception on July 8 for representatives from the Commonwealth countries at a new export display installed in the showroom window at Thorn House, London, the headquarters of Thorn Electrical Industries Ltd. Theme of the display is 'Atlas Lights the Commonwealth', and it includes export products marketed by Tricity Cookers Ltd. and British Radio Corporation Ltd., both members of the Thorn group of companies. The picture shows Sajina Punwani, a secretary of Thorn's International Division, with Mr. Bottomley (right) and Mr. Alfred Deutsch, a director of Thorn Electrical Industries Ltd.

ECE Members assess Amsterdam Week

THREE MEMBERS of the Export Council for Europe left London for Amsterdam on July 14 where they will stay until July 19 to meet owners and managers of 20 of the Dutch shops and stores which took a prominent part in the recent successful British Week opened by Princess Margaret on May 14. They are Mr. J. Hugh Neill, chairman and managing director of James Neill and Co. (Sheffield) Ltd., who is leader of the Export Council's section with special responsibility for the Dutch market, and Mr. R. H. Wood, director of Fothergill and Harvey Ltd., of Littleborough, Lancs., and Mr. D. G. Anthony, director and merchandise manager, Harrods Ltd., who are members of the ECE Dutch 'team' who played an active role in organizing the Week. They will be accompanied by Miss C. M. Anderson, of the ECE staff.

Together and at separate meetings the three members will discuss with Dutch retailers the extent to which demand for British goods was stepped up by the British Week and shape plans for active follow-up trading. All the 15 main groups of British consumer goods involved in the Week will be covered by this first survey which is being carried out in co-operation with the Commercial section of the British Embassy at The Hague and with the Board of Trade. A later survey in the autumn is planned.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 151.

TECHNOLOGY FOR PEACE & PROGRESS

A very complete Survey of Engineering Production particularly in the Socialist Countries is presented by the

BRNO INTERNATIONAL TRADE FAIR

BRNO, SEPTEMBER 12—26, 1965

BRNO

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CZECHOSLOVAK SOCIALIST REPUBLIC

Successful display of British furniture in Canada

A RANGE OF furniture from Britain manufactured by Ercol Furniture Ltd. of High Wycombe, Buckinghamshire, was introduced to Canada in June of this year at the newly opened showrooms of the British Canadian Trade Association in Montreal and Toronto. The idea of a Canadian exhibition was conceived by Mr. Barry Ercolani, son of the founder of Ercol Furniture, and one of the firm's Managing Directors. Mr. Ercolani had the full support of Sir Ralph Perring, Deputy Chairman of the Committee for Exports to Canada, himself a furniture manufacturer, who has visited Canada on a number of occasions recently and realizes the potential that is awaiting British manufacturers who are prepared to venture into the market. It will be appreciated, however, that for such a plan to achieve its objective a good deal of meticulous planning is required well ahead of the event.

Mr. Ercolani was in constant communication with the British Trade Centres in Canada and with their help, and that of the British Government Trade Commissioners in Montreal and Toronto, who were responsible for drawing up and issuing invitations to buyers and arranging publicity in the press, there was an excellent attendance at both centres and the results obtained may be regarded as highly satisfactory, auguring well for future displays. The Ercol Furniture catalogue was also available – and this is significant – in both English and French texts. Buyers were also given an opportunity to see an excellent half-hour film in colour – in both an English and a French version – showing the day-to-day operations of the Ercol factory in High Wycombe.

Mr. Ercolani believes in the importance of the personal touch and he demonstrated this in his contacts with interested buyers and by visits to stores not only to sell his own furniture, but also to learn something of Canadian trends and tastes in furniture from ranges currently on sale. His policy, though it is not one that can be advocated with every product, was to deal directly with customers. The personal approach will also be maintained with service visits to customers at three-monthly intervals by Ercol representatives. At a later stage customers will be encouraged to visit the Ercol factory in England.

Ercol's incursion into the export field occurred as recently as eight years ago when they introduced Ercol furniture into Switzerland. This in itself was an achievement as up to that time it had been generally considered that British furniture was too bulky to transport, lacked appeal and was not sufficiently well seasoned to withstand the dry conditions prevailing in the centrally heated homes of mid-Europe and North America. Successes in Switzerland were followed by others in Europe, including Scandinavia

It was not until the European and Scandinavian markets had been firmly established that Barry Ercolani decided to explore the export opportunities in North America. Even so, he doubted whether he would have been able to visit Canada for at least another year had it not been for the timely offer of display facilities by the British Canadian Trade Association offices in Montreal and Toronto. These showrooms proved to be an ideal setting for the display. In addition to individual items of furniture there was adequate space for several complete room settings ranging from gay, modern living-room arrangements to mellow colonial styles. Both centres can offer up to 1,200 sq. ft. each of display space free of charge to any British firm wishing to avail themselves of the opportunity. Inquiries regarding the possible use of these showrooms should be addressed to The British Trade Centres at 2100 Drummond Street, Montreal or 100 University Avenue, Toronto.

One of the 12 winning posters in Class 1(a) of the 1965 British Poster Design competition organized by the Council of Industrial Design. This poster, advertising the forthcoming British Week in Milan and designed by Crosby/Fletcher/Forbes/Gill for the Board of Trade through the Central Office of Information, was commented upon by the judges: 'Creates a genuinely festive mood; tells a British story without words; unconventional use of a conventional symbol.'

Italian Food Mission welcomes British Week in Milan

'A LAUNCHING PAD for increased exports to Italy' was the description given to the forthcoming British Week in Milan (October 9 to 17) by Signor Felice De Stefani, leader of an Italian Food Mission to London, from June 28 to July 2. He was speaking at a reception organized by the Export Council for Europe on July 1.

The Food Mission's visit was arranged by the ECE in conjunction with the British National Export Council, the Food Manufacturers' Federation and individual British firms to encourage sales of British foodstuffs to Italy. Representatives of Italian buying groups, supermarkets, grocers, importers and distributors were among its 16 members. Visits were arranged by the ECE to British manufacturers and retail outlets, and a collective display was held at Kensington Close Hotel in London, where the Mission saw a variety of British food products and discussed the possibilities of increased sales to Italy.

Welcoming the Mission at the reception of July 2, Mr. W. J. Bird, a member of the Council with responsibilities for the promotion of exports to Italy, welcomed the members and expressed the hope that their visit had proved interesting and mutually beneficial, and that the outcome of the British Week in Milan would result in increased exports to Italy. In reply, Signor De Stefani said that the visit had been most informative. Considerable publicity had been given to the Week in the press, and he hoped that British firms would assist their sales by advertising and other forms of sales promotion.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe . .	*July* 2	*Oct.* 1
Europe	*June* 4	*Sept.* 3
United Kingdom . .	*May* 7	*Aug.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia:* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East:* 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*
† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on July 2, June 4 and May 7 respectively.

OUTSIDE EUROPE

Addition:

MONTREAL: GIFT SHOW – March 7-10, 1966.
* Apply, National Gift Shows, 443 Mount Pleasant Road, Toronto 7, Ontario.

EUROPE

Additions:

LEIPZIG: INTERNATIONAL SPRING FAIR – March 6-15, 1966.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111).

MUNICH: INTERNATIONAL EXHIBITION OF PROVISIONS AND FINE FOODS (IKOFA) – September 16-25, 1966.
Apply, Verein Ausstellungspark Munchen E.V. Theresienhome 14, 8 Munich 37.

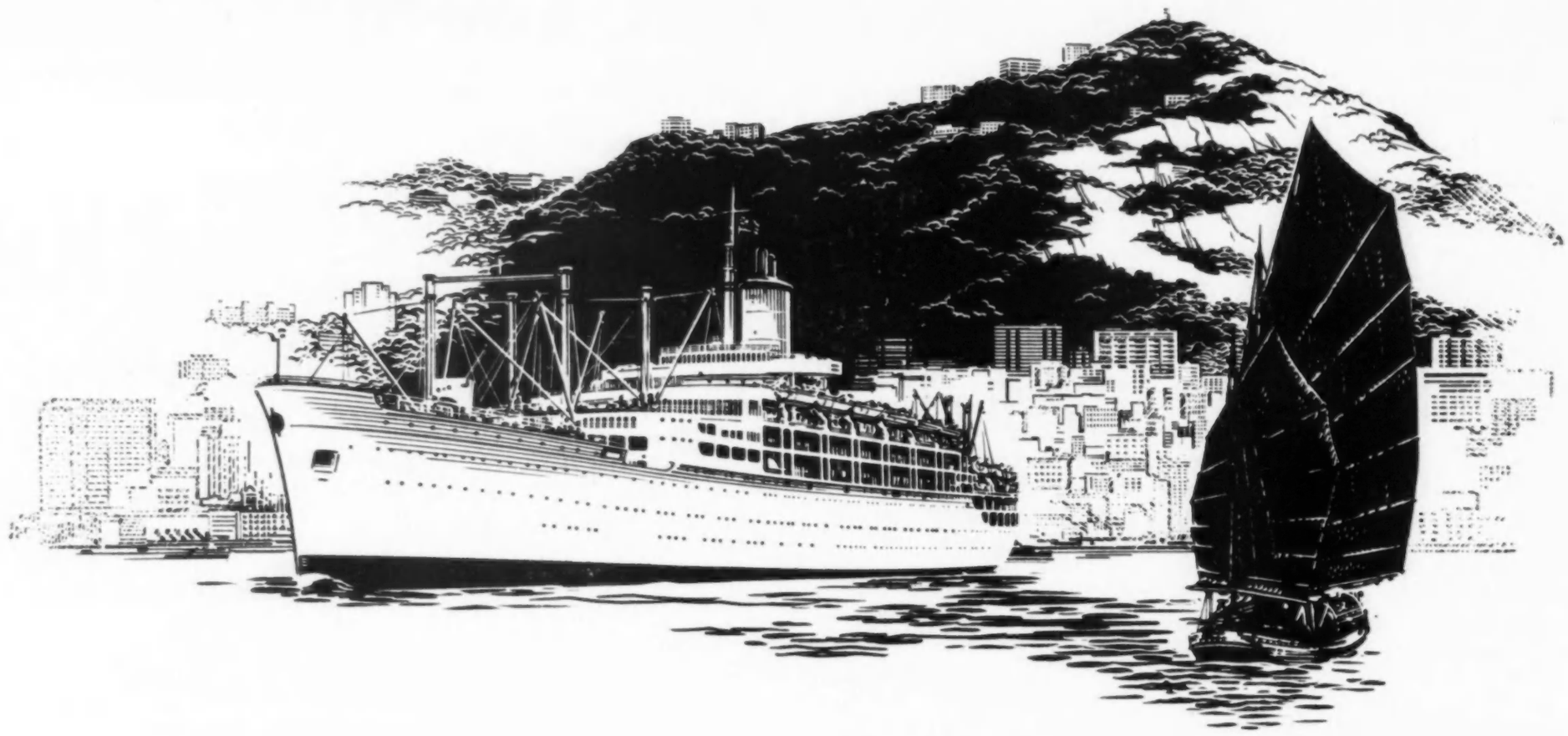
UNITED KINGDOM

Additions:

LONDON: INDUSTRIALIZED BUILDING SYSTEMS AND COMPONENT EXHIBITION – May 10-21, 1966.
* At Crystal Palace. Apply, Industrial & Trade Fairs Ltd., 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 12-16, 1966.
† At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

LONDON: FOODPACK 66 INTERNATIONAL – October 17-21, 1966.
† At Alexandra Palace, London, N.22. Apply, B.P.S. Exhibitions Ltd., 6 London Street, Paddington, London, W.2. (Tel. Paddington 6672-3).



....In Hong Kong the traditional rubs shoulders with the ultra modern—junks still ply their trade next to giant liners in one of the most up-to-date harbours in the world. So with banking. **Times and Customs change.** Banking has now moved into the computer age but The Hongkong Bank Group, while recognising the necessity of keeping up with all modern developments, also recognises the importance of maintaining the traditions built up during 100 years of international service. With more than 35 Branches throughout Hong Kong—no organisation is better equipped to answer enquiries on all aspects of trade and finance in the Colony. The Trade and Credit Information Department of The Hongkong and Shanghai Banking Corporation in Hong Kong can give advice on selecting manufacturers as well as importers and exporters interested in specific merchandise.

THE HONGKONG BANK GROUP

THE HONGKONG AND SHANGHAI BANKING CORPORATION
HEAD OFFICE: HONG KONG
LONDON OFFICE: 9 GRACECHURCH STREET EC3

THE HONGKONG AND SHANGHAI BANKING CORPORATION OF CALIFORNIA
HEAD OFFICE: 80 SUTTER STREET SAN FRANCISCO 4
212 WEST SEVENTH STREET LOS ANGELES

MERCANTILE BANK LIMITED
HEAD OFFICE: 15 GRACECHURCH STREET LONDON EC3
WEST END BRANCH: 123 PALL MALL LONDON SW1

THE BRITISH BANK OF THE MIDDLE EAST
HEAD OFFICE: 7 KING WILLIAM STREET LONDON EC4

Branches throughout the Middle and Far East; also in New York, Hamburg, Paris and a Representative Office in Sydney.

Overseas Trade and Exports

Hong Kong British Week offers opportunities for UK trade expansion

BY GEORGE MARSHALL, MBE, BEM, PRINCIPAL TRADE COMMISSIONER IN HONG KONG

THE BRITISH WEEK to be held in Hong Kong from March 3 to 12 1966 and the British Engineering Display associated with it, will be the first trade promotional event of any size staged in the Colony by Britain for many years. Much has been written and screened about Hong Kong recently. It will not therefore be necessary to repeat here by way of background the romantic story of this 'modern miracle,' this 'pocket of free enterprise,' the 'boom town of the China Seas' to quote just a few of the recent labels put on the Colony. It will, however, be useful to re-state a few points about Hong Kong as a market for British exports and, in the course of so doing, show more reasons why the Colony was chosen as the venue for a major British trade promotion in 1966.

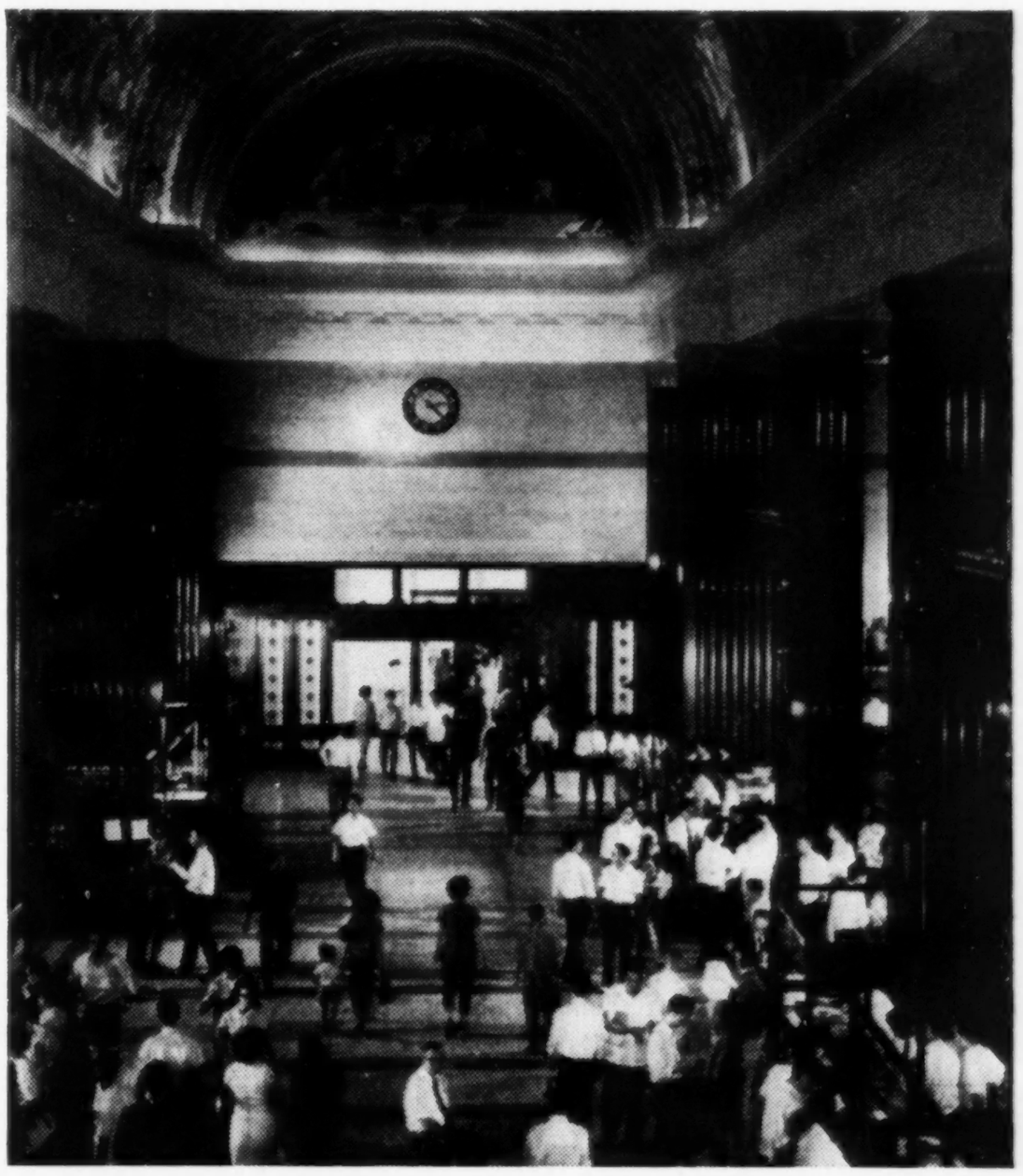
Hong Kong's import bill in 1964 was £534 million, or about 60 per cent of its total visible trade. For the last few years the annual growth rate has been about 15 per cent, so that a figure of at least £600 million should be attained in 1965. This expansion rate is higher than in any other territory in South-East Asia. The commodity pattern of Hong Kong's imports is approximately: foodstuffs 12 per cent, consumer goods 16 per cent, raw materials (including manufactured components for use in manufacture) 36 per cent, capital goods 7 per cent, fuels and lubricants 4 per cent, re-export 16 per cent.

Hong Kong, a tiny area of less than 400 square miles, is Britain's twenty-first biggest market out of some 190 countries with which she trades. In 1964 our exports to the Colony exceeded those to any of the Commonwealth African countries, except Nigeria. In 1964 some 66 per cent of our exports to Hong Kong were in non-capital goods.

There are virtually no import duties or import restrictions – exporters get paid for what they supply without exchange control difficulties. Selling is therefore 'easy' but, since there are no British preferences and moreover no 'Buy British' policy in either public or private sectors, it follows that this 'easy' trading is enjoyed by every other country too. For many years we have occupied the largest supplier position after China and Japan, but of late the United Kingdom has, temporarily at least, switched places with the United States to become the Colony's fourth major supplier. Other countries, including Australia, West Germany, Italy, and Malaysia, are expanding their trade with the Colony at a faster rate than we are. Our share of trade fell to below 10 per cent in 1964, the lowest figure in post-war years.

The conclusion must be that Hong Kong offers a fast expanding market in a wide range of goods, but if Britain is to retain a fair share of the expansion a much greater sales effort will be necessary. For this the British Week should provide the springboard.

Hong Kong keeps few national statistics but it is reliably estimated that the average per capita income is about £100 to £125 a year, this is among the highest in South East Asia. There are still many thousands living at subsistence level, but contrary-wise, this also means that many of the Colony's near four million people have a higher spending power than the national average. No precise production data is available to indicate the level of the gross national product of the Colony. But reliable economic observers have estimated that the economy has expanded in recent years at an annual rate of some 10 per cent. Rightly did the 'Economist' describe Hong Kong in November last as 'one of the world's most spectacular examples of rapid economic development.'



The banking hall of the Hongkong and Shanghai Bank. Cash turnover on an average day is approximately HK$32 million (£2 million Sterling; US$5·6 million) and on a busy day approximately HK$80 million (£5 million Sterling; US$14 million). Four hundred and fifty staff are employed in the banking hall.

Since 1949, when Hong Kong's *entrepot* trade with China disappeared overnight, the Colony has lived by importing raw materials and turning them into manufactures. The success achieved especially but not only, in textiles, has had its repercussions in many of the developed countries of the world, not the least in Britain. The reasons for this success can be attributed to

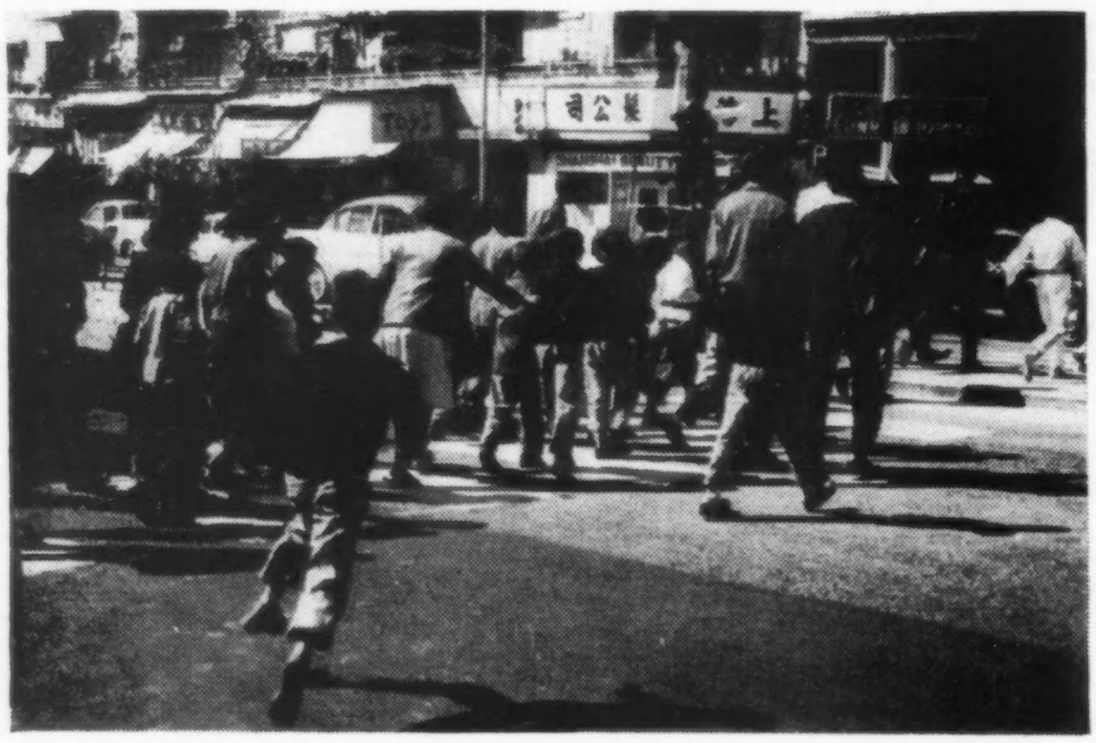
(*Continued on next page*)

HONG KONG BRITISH WEEK, *continued*

a stable and confident Government, an exceedingly hardworking people and no lack of new capital.

A few other commercial factors are worth noting. Hong Kong has in recent years done much to develop its tourist trade and now some 300,000 people visit it annually, together with 150,000 service personnel who use Hong Kong as a leave centre. These visitors go there with one purpose in mind – to shop for goods which bear no import duty or purchase tax and where the traders sell at the lowest profit margins. One estimate puts tourist spending per head at HK $2,285 (about £150). Of the domestic spenders the wealthy Chinese, of whom there are many, buy all the aids to domestic comfort that Western industry has devised, while the large white-collar population too manage to acquire basic consumer goods – well-cut suits made of Huddersfield and Bradford textiles, domestic electrical appliances, cars, cameras, radios and watches etc. There are too, some 30,000 expatriates living and working in the Colony and enjoying a very high standard of living and a British garrison of some 10,000 who, with their families, stay for a relatively short while, but who spend much of their savings on luxury items before they leave.

Hong Kong is small but modern enough, especially around Victoria on Hong Kong Island and around Kowloon on the mainland, to be labelled a 'miniature Manhattan.' The 20-storey office buildings and the dozen or so quality hotels, some of 'four-star' standard, all have modern shopping arcades which will easily lend themselves to a British Week. There are also some dozen departmental stores, mostly Chinese owned, but essentially Western in lay-out. These arcades and the better class shops will be ideal for the usual shop and store promotions, and since March last, Commercial Officers from the specially established British Week office in Hong Kong have been visiting them and discussing with the proprietors the supply and stocking of goods for the Week. Results so far have been most encouraging.



Statistics show that there are 98 vehicles for every mile of the Colony's 510 miles of roads. This compares with 30 vehicles for every mile in the UK. Fifty thousand vehicles use the roads and the traffic density is increasing rapidly with more than 7,000 new vehicles coming on to the roads each year. Here a Chinese policewoman controls a pedestrian crossing. Because of what they have been taught in school most children will now use the crossings. But many adults still ignore them.

In Hong Kong, Britain sells foodstuffs, drink and tobacco, textile yarns, fabrics and made-up (£7 million in 1964) clothing and manufactured articles including high quality glassware, silverware, cutlery and leather goods. There are some fields in which it will not be possible to compete with mainland China and Japan, especially in the cheaper end of plastics and electrical equipment, but we could nevertheless do much better than we are doing in the consumer field generally and I am convinced that providing exporters are willing to make a concentrated and sustained sales effort and give serious thought to ways and means of meeting price competition as well as delivery there is little in this field that we could not sell in better quantity than now.

British Weeks do not normally include the sales promotion of capital goods, but, with Britain holding over 60 per cent of the electrical machinery market, over 90 per cent of the sales of telecommunication equipment and 95 per cent of the trade in commercial vehicles in the Colony, it would be quite wrong and indeed unrealistic to ignore this field in any trade promotion. The absence of a suitable exhibition site in the Colony makes a full-scale industrial exhibition impossible for the time being but it has been decided to stage, concurrently with the British Week, a special prestige display in the £4 million Ocean Passenger Terminal now under construction on the Kowloon side, by Taylor Woodrow and a local contractor, for the Hong Kong and Kowloon Wharf and Godown Co. The display is being supervised by a Committee under the chairmanship of Professor S. Mackey, Dean of the Faculty of Engineering in the Hong Kong University and immediate past President of the Hong Kong Engineering Society. The display is not intended to be the usual engineering industrial exhibition where equipment is staged for sale, but a comprehensive display of British technological achievement in fields appropriate to Hong Kong and South East Asia. We do of course hope that, directly or indirectly, sales will result but primarily the organisers hope that the display will prove that Britain is alongside and in some things, in advance of our competitors in technological progress. HM Government is paying for the space and certain basic services, although exhibitors will have to pay for stands and display staff.

It is hoped that all British exporters to Hong Kong will take advantage of the occasion to stimulate sales and participate in the British Week in one way or another and that those who have not yet entered this 'big little market' will do so through the stimulus of the Week. I hope too that many visiting businessmen will find their way to Hong Kong during the period of the Week. Apart from business, Hong Kong, with its well-known amenities on the night club and restaurant fronts, supplemented on this occasion by special and essentially British cultural and other activities should be a very lively and enjoyable place to be in. The weather is first class at any time.

For further information about the Week, for details and advice about the possibility of selling your products write to any of the following: British Trade Commissioner, P.O. Box 528, Hong Kong. Mr. G. E. Mills, Director, British Week Office, P.O. Box 528, Hong Kong. British Engineering Display, P.O. Box 528, Hong Kong. Mr. C. S. Stappard, Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, London, S.W.1. Mr. I. F. Trevor, Secretary, Committee for Exports to Asia, 27/28, Northumberland Avenue, London, W.C.2.

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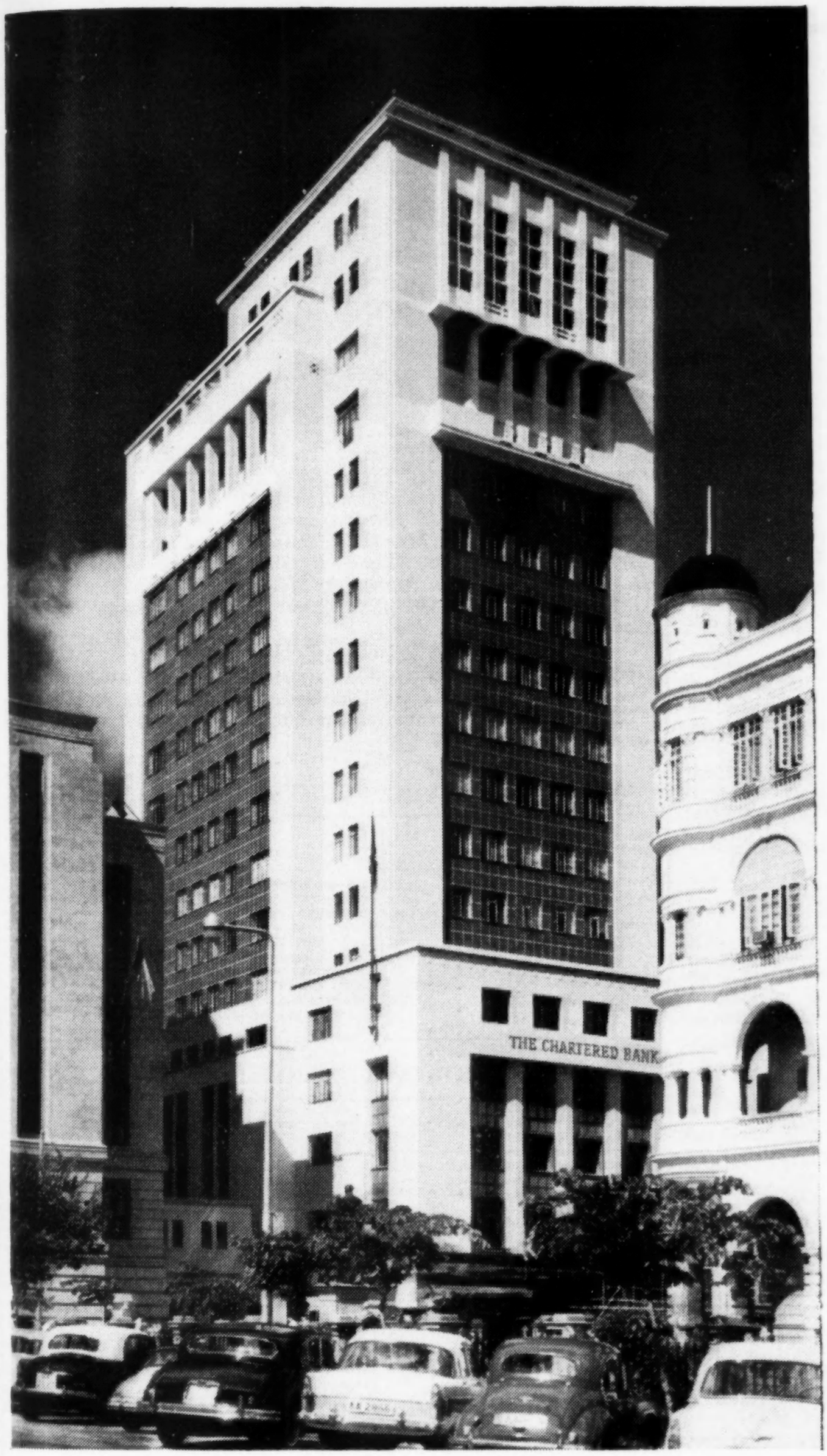
The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.



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TRADE AND FINANCIAL ARRANGEMENTS

Iran and Poland

A THREE-YEAR trade and payments agreement has been signed between Iran and Poland for the period July 1, 1965, to June 30, 1968.

Polish exports to Iran will consist of complete industrial projects, machine tools, textile machinery, automobile equipment, agricultural machines, electrical engineering and precision equipment, bicycles, glassware, porcelain, textiles and certain agricultural products.

Iran is to send to Poland raw cotton, yarn, cotton fabrics, walnut timber, cattle hides, sheepskins, wool, mohair, fodder, rice, dried fruit, fertilizers, non-ferrous metals and asbestos.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Philippines and Australia

A TRADE AGREEMENT between the Republic of the Philippines and Australia was signed in Manila on June 16. The agreement is valid for a period of one year and will be automatically extended annually thereafter.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2226), quoting reference CRE 7907G.

United Kingdom and Yugoslavia

TRADE TALKS between representatives of the Governments of the United Kingdom and Yugoslavia were held in Belgrade from July 5 to 8, 1965. The two delegations reviewed the progress of trade between the two countries and also discussed matters of mutual interest in their commercial relations. An Agreed Minute was signed on July 8.

Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of April 16, 1965, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period April-June 1965 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 157.

A private exhibition of Lansing Bagnall electric fork lift trucks was recently held by Lansing Bagnall of Canada Ltd.'s newly appointed distributor for Southern California, Irving G. King and Company, Los Angeles. Seen here (left to right) are: Mr. Bernard Wilcox, British Consul (Commercial); Mr. W. B. Powell, Vice-Consul (Commercial); Mr. Don Dick and Mr. James W. Corrigan, both of Southwestern Builders and Contractor Magazine; Mr. Tom Fitch, president of Irving G. King and Co. and Mr. A. G. Cowe, director of Lansing Bagnall of Canada Ltd.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Austria	Packaging machinery	98/65
Australia	Gymnasium equipment for South Australia	125/65
Belgium	Wooden office furniture	96/65
Jamaica	Insecticides, herbicides, fungicides and disinfectants	122/65
Lebanon	Agricultural insecticides and fungicides	124/65
New Zealand	Clocks and watches	128/65
Switzerland	Agricultural hand tools	83/65
Venezuela	Engineers' cutting tools	91/65

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Chemicals and allied products, oils, fats, greases and paints:		
Agricultural insecticides and fungicides	Lebanon	124/65
Insecticides, herbicides, fungicides and disinfectants	Jamaica	122/65
Machinery and plant:		
Machinery – Packaging	Austria	98/65
Office machinery and equipment:		
Wooden office furniture	Belgium	96/65
Sports goods:		
Gymnasium equipment for South Australia	Australia	125/65
Tools:		
Agricultural hand tools	Switzerland	83/65
Engineers' cutting tools	Venezuela	91/65
Watches and clocks:		
Clocks and watches	New Zealand	128/65

Hints to businessmen visiting Belgium and Luxembourg

A REVISED edition of the booklet on Belgium and Luxembourg has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting these countries can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

ANGOLA

(134/65) Drilling and Boring Equipment for Junta Autonome das Estradas de Angola. July 30. Tender documents (in Portuguese) now available. E.S.B. 23947/65.*

ARGENTINA

(135/65) Road and Bridge Construction Project for Argentine National Road Authority. Apply by December 1. E.S.B. 24271/65.

AUSTRALIA

(136/65) Crawler Mounted Dredger for State Electricity Commission of Victoria. August 16. E.S.B. 24564/65.*

(134/65) Electrical Equipment for Electricity Trust of South Australia. August 12. E.S.B. 24272/65.

(134/65) Mechanical Press Brake for Secretary, District Contract Board, Brisbane. July 29. E.S.B. 24215/65.*

(136/65) Transformer for Southern Electric Authority of Queensland. August 12. E.S.B. 24539/65.

BURMA

(133/65) Electrical Equipment for Electrical Stores Corporation. July 30. E.S.B. 23629/65.*

Peoples Stores Corporation:

(133/65) Vehicle Spares. August 20. E.S.B. 23967/65.*

(133/65) Contractors Equipment. August 5. E.S.B. 23934/65.*

Union of Burma Railway Board:

(132/65) Block Instruments. August 18. E.S.B. 23666/65.*

(132/65) Television Equipment. August 18. E.S.B. 23667/65.*

(131/65) Tools. August 18. E.S.B. 23646/65.*

(133/65) Lever Lock Catches. August 11. E.S.B. 23937/65.*

CANADA

British Columbia Hydro and Power Authority:

(136/65) Gates and Hoists. August 10. E.S.B. 24519/65.

(132/65) Generator Circuit Breakers. September 28. E.S.B. 23644/65.

CEYLON

(135/65) Tourist Leaflet Printing for Ministry of Commerce and Industry. July 31. E.S.B. 24232/65.*

(135/65) Steel Wire Ropes for Gal Oya Development Board. July 30. E.S.B. 24283/65.

(133/65) Electroplating Materials and Chemicals for Ceylon State Hardware Corporation. August 31. E.S.B. 23961/65.

(134/65) Wiring Accessories for Ministry of Land, Irrigation and Power. August 17. E.S.B. 23968/65.*

(133/65) Tyres, Tubes and Flaps for Ceylon Transport Board. August 11. E.S.B. 23960/65.*

Ministry of Finance:

(135/65) Manila Ropes. September 28. E.S.B. 24282/65.

(135/65) Steel Plain Sheets. September 28. E.S.B. 24281/65.

Ministry of Health:

(135/65) Vitamins. September 28. E.S.B. 24286/65.*

(135/65) Medical Equipment. September 28. E.S.B. 24285/65.*

(134/65) Pharmaceuticals. September 14. E.S.B. 23977/65.*

(134/65) Pharmaceuticals. September 21. E.S.B. 23976/65.*

COLOMBIA

(136/65) Cables and Accessories for Empresa de Energia Electrica de Bogota. August 13. E.S.B. 24541/65.*

COSTA RICA

(135/65) Aerial Navigational Equipment for Proveeduria Nacional, Economia y Hacienda. July 31. Tender documents (in Spanish) now available. E.S.B. 24540/65.*

(134/65) Pharmaceuticals for La Seccion de Proveeduria de la Caja Costarricense. July 29. Tender documents (in Spanish) now available. E.S.B. 24254/65.*

CYPRUS

(134/65) Photographic and Cinematographic Equipment for President of Tender Board, Treasury. July 31. E.S.B. 24226/65.*

Ministry of Commerce and Industry:

(135/65) Tourist Leaflet Printing. July 31. E.S.B. 24231/65.

(135/65) Tourist Leaflet Printing. July 31. E.S.B. 24233/65.

FORMOSA

Central Trust of China:

(131/65) Relays. July 30. E.S.B. 23682/65.*

(136/65) Pharmaceuticals. August 4. E.S.B. 24585/65.*

(131/65) Storage Battery. July 30. E.S.B. 23681/65.*

(131/65) Concrete Compression Tester. July 30. E.S.B. 23683/65.*

(131/65) Cotton Molleton. July 30. E.S.B. 23684/65.*

(131/65) Steel Pipes and Plates. July 29. E.S.B. 23676/65.

(131/65) Metals. July 30. E.S.B. 23677/65.*

(131/65) Surgical Supplies and Drugs. July 31. E.S.B. 23678/65.

(131/65) Electrical Testing Equipment. August 2. E.S.B. 23679/65.

(131/65) Chemicals. July 30. E.S.B. 23680/65*.

FRANCE

(131/65) Constructional Work and Fittings for Ministere des Affairs Culturelles. (Prequalification.) August 17. E.S.B. 7602/65.

GREECE

(135/65) Teleprinting Equipment for Ministry of National Defence. July 28. E.S.B. 24517/65.*

(134/65) Electro-Encephalograph Paper for Institute of Social Insurance. July 29. E.S.B. 23689/65.*

Ministry of Trade:

(134/65) Stamping Machines. August 6. E.S.B. 23692/65.

(135/65) Buses. August 6. E.S.B. 24227/65.*

INDIA

(135/65) Copper Tape for Kerala State Electricity Board. August 16. E.S.B. 24220/65.

(135/65) Copper Wire Bars for Heavy Electricals (India) Ltd. August 9. E.S.B. 24527/65.

(134/65) Dam Gates and Hoists for Tons Civil Construction Circle. (Further Information.) Closing date postponed to August 2. E.S.B. 9995/65.*

(135/65) Electrical Equipment for Punjab State Electricity Board. September 27. E.S.B. 24235/65.

(134/65) Hosepipe, Grapple for Government of Andhra Pradesh. July 30. E.S.B. 24229/65.

(134/65) Gas Filled Arresters for Indian Posts and Telegraph Department. August 10. E.S.B. 23990/65.

(134/65) Machine Taps for Indian Telephone Industries Ltd. August 9. E.S.B. 24219/65.

(135/65) Miscellaneous Equipment for Ramganga River Project. August 16. E.S.B. 24228/65.

(134/65) Rectifiers for Central Railway. (Further Information.) Tender documents now available. E.S.B. 22164/65.*

(132/65) Radio Equipment for Eastern Railway, Calcutta. (Further Information.) Tender documents now available. E.S.B. 20822/65.*

(134/65) Transmission Line for Controller of stores and Purchasing. (Further Information.) This Tender will be financed by a loan from the World Bank. E.S.B. 10603/65.*

Assam State Electricity Board:

(133/65) Photocopying Equipment. July 30. E.S.B. 23648/65.

(133/65) Substation Equipment. August 12. E.S.B. 23942/65.

Director General of Supplies and Disposals:

(134/65) Hardness Testers. August 19, E.S.B. 24222/65.*

(134/65) Calculating Machines. August 27. E.S.B. 24216/65.*

Beas Purchase Organization:

(134/65) Rebabbiting Machine with Furnace. August 16. E.S.B. 24217/65.*

(134/65) Cable Fault Locators. (Further Information.) Tender documents now available. E.S.B. 20814/65.*

(134/65) Surveyor's Level. (Further Information.) Tender documents now available. E.S.B. 21561/65.*

(134/65) Threading Machine. (Further Information.) Tender documents now available. E.S.B. 21553/65.*

(134/65) Hoists. (Further Information.) Tender documents now available. E.S.B. 20812/65.*

(134/65) Pump Equipment. (Further Information.) Tender documents now available. E.S.B. 21564/65.*

(134/65) Optical Equipment. (Further Information.) Tender documents now available. E.S.B. 21568/65.*

(134/65) Time Switches. (Further Information.) Tender documents now available. E.S.B. 21566/65.*

Atomic Energy Establishment:

(135/65) August 13. E.S.B. 24242/65.

(135/65) Condensing Unit. August 11. E.S.B. 24249/65.

(135/65) S.S. Tubes. August 9. E.S.B. 24241/65.

(135/65) Thermo Compression Bonder. August 16. E.S.B. 24252/65.

(132/65) Passenger Lifts. August 3. E.S.B. 23630/65.

(132/65) Drift Detector. July 30. E.S.B. 23632/65.

(135/65) Diaphragm Valves. August 6. E.S.B. 21410/65

(135/65) S.S. Pipes. August 3. E.S.B. 24240/65.

(135/65) Steel Specials. August 18. E.S.B. 24243/65.

(135/65) Seamless Steel Pipes. August 23. E.S.B. 24244/65

(135/65) Painting Booth and Ventilating Fan. August 13. E.S.B. 24246/65.

(134/65) Check Valve. (Further Information.) Tender documents now available. E.S.B. 22768/65.*

(134/65) Throttle Valves. (Further Information.) Tender documents now available. E.S.B. 22767/65.*

(134/65) Valves. (Further Information.) Tender documents now available. E.S.B. 22725/65.*

(134/65) Solenoid Valves. (Further Information.) Tender documents now available. E.S.B. 22724/65.*

(134/65) S.S. Valves. (Further Information.) Tender documents now available. E.S.B. 22723/65.*

(134/65) Crane. August 16. E.S.B. 24247/65.

(134/65) Gas Cylinders. August 2. E.S.B. 24248/65.

(134/65) Valves. (Further Information.) Tender documents now available. E.S.B. 22726/65.*

(134/65) Valves. (Further Information.) Tender documents now available. E.S.B. 22727/65.*

IRAN

(135/65) Fork Lift Trucks for Central Administration of Customs. October 2. E.S.B. 24269/65.*

(135/65) Steel Tubes for Iran Factories Co., August 8. Tender documents (conditions in English, specification in French) now available. E.S.B. 24270/65.*

(135/65) Metal Bridge for Ministry of Communications. September 18. E.S.B. 24268/65.

Iranian State Railways:

(131/65) Railway Wagon Spare Parts. (Further Information.) Tender documments now available. E.S.B. 20841/63.*

(132/65) Galvanized Tubes and Globe Valves. September 28. E.S.B. 23922/65.

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IRAQ

(136/65) Construction of a University for Ministry of Works and Housing. October 2. E.S.B. 24504/65.
(136/65) Gas Cookers for Gas Distribution Administration. August 15. E.S.B. 24289/65.*
(136/65) Metals for Administration of Distribution of Oil Products. August 11. E.S.B. 24297/65.
(136/65) Sewage Project for Baghdad Sewerage Board. October 20. E.S.B. 24501/65.
Textile Factory Extension for Mosul Textile Factory extension. December 1. E.S.B. 24505/65.
(136/65) X-Ray Equipment and Accessories for Ministry of Health. August 14. E.S.B. 24502/65.
National Electricity Administration:
(136/65) Pipe. July 28. E.S.B. 24299/65.
(136/65) Tungsten Lamps. August 10. E.S.B. 24300/65.
(136/65) Machine Tools. August 1. E.S.B. 24298/65.
Iraqi Ports Administration:
(136/65) Telephone Cables and Accessories. July 29. E.S.B. 24296/65.
(136/65) Fork Lift Trucks. August 19. E.S.B. 24293/65.
(136/65) Street Lighting Fittings. August 5. E.S.B. 24294/65.
(136/65) Oil Fired Furnace. August 12. E.S.B. 24295/65.
Ministry of Defence:
(135/65) Architectural Materials. (Further Information.) Tender documents now available. E.S.B. 23336/65.*
(135/65) Musical Equipment. (Further Information.) Tender documents now available. E.S.B. 23340/65.*
(135/65) Fire Fighting Equipment. (Further Information.) Tender documents now available. E.S.B. 23341/65.*
(135/65) Mess Tins. (Further Information.) Tender documents now available. E.S.B. 23338/65.*
(135/65) Mattresses. (Further Information.) Tender documents now available. E.S.B. 23337/65.*
(135/65) Electrical Materials. (Further Information.) Tender documents now available. E.S.B. 23335/65.*
(135/65) Radio Spare Parts. (Further Information.) Tender documents now available. E.S.B. 23334/65.*
(135/65) Mild Steel and Timber. (Further Information.) Tender documents now available. E.S.B. 23331/65.*
(135/65) Sports Equipment. (Further Information.) Tender documents now available. E.S.B. 23339/65.*

IRISH REPUBLIC

(132/65) Pumping and Filtration Plant for Donegal County Council. August 6. E.S.B. 23659/65.
(135/65) Housing Scheme for Corporation of Waterford. August 3. E.S.B. 24236/65.

JORDAN

Jordan Petroleum Refinery Co.:
(133/65) Pressure Gauges. July 29. E.S.B. 23924/65.*
(133/65) Air Compressors. July 29. E.S.B. 23925/65.*
(133/65) Pumps. July 29. E.S.B. 23923/65.*

KOREA

Office of Supply:
(134/65) Spinning Machine Accessories. August 24. E.S.B. 24212/65/D.L.F.*
(135/65) Telecommunications Equipment Spares. July 30. E.S.B. 24210/65.*

KUWAIT

(134/65) Distillation Plant for Ministry of Electricity and Water. (Further Information.) Closing date postponed to August 7. E.S.B. 17400/65.*

LEBANON

(134/65) Wire for Ministere des P.T.T. July 30. E.S.B. 24204/65.

LIBYA

(131/65) Road Construction for Central Tender Board. August 16. E.S.B. 23606/65.

MALAYSIA

(135/65) Calcium Carbide Plant for Camel Chemical Co. Ltd. Closing date postponed to September 9. E.S.B. 20484/65.*
(136/65) Hydrated Lime for Public Utilities Board. August 17. E.S.B. 24549/65.*
(134/65) Scientific and Laboratory Equipment for Central Supplies Office. August 4. E.S.B. 23992/65.*

MOROCCO

(134/65) Railway Equipment for Office National des Chemins de Fer. October 1. E.S.B. 23999/65.*

NETHERLANDS

(134/65) Dredging Project for Directorate of Waterways. August 4. E.S.B. 23998/65.

Robert Hudson (Raletrux) Ltd., of Leeds, have just completed a $250,000 order for an automatic materials handling system. This was ordered by Atlas Consolidated Mining and Development Corporation for the underground development of the Lutopan copper ore body on the island of Cebu in the Philippines. The system consists of 40 cars and two dumping stations weighing over 400 tons in all.

NEW ZEALAND

(136/65) Linen; Tea Towels for Ministry of Works. August 9. E.S.B. 24530/65.*
New Zealand Electricity Department:
(136/65) Transformers. August 31. E.S.B. 24528/65.*
(136/65) Transmission Line Towers. September 7. E.S.B. 24529/65.*
General Post Office:
(131/65) Silicone Diodes. July 29. E.S.B. 23665/65.*
(131/65) Direction Finder. July 30. E.S.B. 23375/65.*
(134/65) Radio Communication System. August 4. E.S.B. 23995/65.*
(136/65) Transmitter Equipment. August 12. E.S.B. 24551/65.*
(132/65) Electronic Valves. August 2. E.S.B. 23670/65.*
(132/65) Waterproof Canvas. July 29. E.S.B. 23637/65.*
(132/65) Capacitors. July 30. E.S.B. 23376/65.

NICARAGUA

(133/65) Constructional Project for Supreme Court of Justice. September 9. E.S.B. 23938/65.

PAKISTAN

Pakistan Eastern Railways:
(132/65) Ballast Weights. August 28. E.S.B. 23380/65.
(132/65) Pipes M.S.; Inter-communication Chain. July 28. E.S.B. 23381/65.

PHILIPPINES

(133/65) Power Transformer for National Power Corporation. August 19. Tender documents now available. E.S.B. 23948/65.*

RHODESIA

(134/65) Television Transmitting Equipment for Rhodesia Broadcasting Corporation. September 15. E.S.B. 20091/65.*

SOUTH AFRICA

(135/65) Communications Cable for South African Railways. July 30. E.S.B. 24209/65.*
(133/65) Hospital Equipment for Transvaal Provincial Tender Board. August 6. E.S.B. 23907/65.*
Cape Provincial Tender Board:
(133/65) Cane. July 30. Tender documents now available. E.S.B. 23656/65.*
(133/65) Blood Transfusion Equipment. July 30. E.S.B. 23651/65.*
(133/65) Paper Masks. July 30. E.S.B. 23649/65.*
State Tender Board, Pretoria:
(132/65) Loud Speaker Equipment. July 30. E.S.B. 23672/65.*
(132/65) Hospital Apparatus. July 29. E.S.B. 23909/65.*
(135/65) C.1. Sluice Valves. July 29. E.S.B. 24533/65.*
(135/65) Veterinary Research Equipment. August 2. E.S.B. 24522/65.*
(135/65) Water Supply Equipment. July 29. E.S.B. 24534/65.*
(135/65) Electrical Equipment. July 30. E.S.B. 24535/65.*

SPAIN

(133/65) Maritime Station for Ministry of Public Works. August 4. E.S.B. 29344/65.

SUDAN

(132/65) Books for Department of Stores and Equipment. August 1. E.S.B. 24000/65.*

SWITZERLAND

(132/65) Office Furniture for European Office of The United Nations. August 16. E.S.B. 23694/65.*
(135/65) Office Furniture for Joint Purchase Service Secretariat. (Further Information.) Tender documents now available. E.S.B. 23694/65.*

THAILAND

Yanhee Electricity Authority:
(135/65) Electrical Equipment. July 29. E.S.B. 24259/65.
(135/65) Electrical Equipment. August 5. E.S.B. 24260/65.
State Railway of Thailand:
(134/65) Ball and Roller Bearings. August 2. E.S.B. 23955/65.
(134/65) Electric Fans. July 28. E.S.B. 23983/65.*

U.A.R. (EGYPT)

Egyptian Railways:
(136/65) Crucibles and Stands. August 10. E.S.B. 24800/65.
(132/65) Lock and Block Materials. August 2. E.S.B. 23616/65.
(132/65) Watches. August 17. E.S.B. 23617/65.
(132/65) Carbon Tipped Tools. September 2. E.S.B. 23618/65.
(135/65) Wood Inserts. (Further Information.) Closing date postponed to August 17. E.S.B. 1778/65.

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Algeria
(136/65) Inquiry for jute sacks. E.S.B. 23234/65.

Australia
(136/65) Agency inquiry for contractors' equipment; metals; pumps; street cleaners. E.S.B. 12909/65.
(131/65) Inquiry for ammunition making machinery. E.S.B. 24136/65.

Burma
(135/65) Inquiry for electrical equipment; telecommunications equipment. E.S.B. 23863/65.

Canada
(136/65) Agency inquiry for confectionery. E.S.B. 20118/65.
(132/65) Agency inquiry for electrical equipment. E.S.B. 23775/65.
(132/65) Agency inquiry for clothing materials. E.S.B. 23891/65.
(135/65) Agency inquiry for lathe chucks. E.S.B. 23825/65.
(134/65) Agency inquiry for carpeting. E.S.B. 24396/65.
(135/65) Inquiry for leather gloves. E.S.B. 24451/65.
(132/65) Inquiry for packaging products, etc. E.S.B. 22794/65.

Cyprus
(132/65) Agency inquiry for suitings. E.S.B. 22480/65.

Czechoslovakia
(134/65) Inquiry in respect of mechanical products and facilities of interest to the Czech Buying Organization. E.S.B. 24934/65.

Denmark
(135/65) Agency inquiry for chocolate and chocolate confectionery; pickled cucumbers. E.S.B. 24460/65.

Fiji
(133/65) Inquiry for electroplating plant and materials. E.S.B. 22895/65.

Finland
(134/65) Inquiry in respect of fertilizer plant project; plant for the production of glues – further information. E.S.B. 1583/65.

France
(132/65) Agency inquiry for food processing and canning machinery. E.S.B. 23828/65.
(132/65) Agency inquiry for butchers equipment. E.S.B. 23830/65).
(132/65) Agency inquiry for machinery for making saw blades. E.S.B. 23039/65.
(135/65) Agency inquiry for women's coats. E.S.B. 21625/65.
(131/65) Agency inquiry for electrical equipment. E.S.B. 23829/65.
(132/65) Agency inquiry for clothes. E.S.B. 24025/65.
(132/65) Agency inquiry for measuring instruments. E.S.B. 24064/65.
(132/65) Agency inquiry for paper making machinery. E.S.B. 24053/65.
(132/65) Agency inquiry for rubber carpets. E.S.B. 23894/65.
(133/65) Agency inquiry for control equipment. E.S.B. 24127/65.
(133/65) Agency inquiry for hardware. E.S.B. 24126/65.
(135/65) Inquiry for reproduction furniture. E.S.B. 24155/65.

Germany, Federal Republic of
(134/65) Agency inquiry for rubber and plastic products. E.S.B. 24343/65.
(131/65) Import opportunity – azaleas; fruit trees. C.R.E. 66/65.

Hong Kong
(134/65) Inquiry for building materials. E.S.B. 24400/65.

Iraq
(132/65) United Nations Special Fund. G.D. 287/65/2.

Israel
(135/65) Agency inquiry for chemicals; metals. E.S.B. 24617/65.
Inquiry for aggregates for building materials. E.S.B. 17687/65.
(134/65) Collaboration – new industries. E.S.B. 6543/65.

Italy
(135/65) Agency inquiry for foodstuffs. E.S.B. 24608/65.
(132/65) Agency inquiry for chemical plants; electrical, electronic and nuclear apparatus; measuring instruments; milk processing plant; pumps; water purifying plant. E.S.B. 24023/65.
(132/65) Agency inquiry for automobile equipment. E.S.B. 6462/65.

Jamaica
(133/65) Agency inquiry for drawer pulls. E.S.B. 24187/65.
(132/65) Inquiry for artificial flower production equipment. E.S.B. 23647/65.

Japan
(133/65) Inquiry for feathers; gift items; walnut timber. E.S.B. 13483/65.

Jordan
(136/65) Agency inquiry for kerosene heaters. E.S.B. 24645/65.
(134/65) Inquiry for motor coaches. E.S.B. 24046/65.

Lebanon
(133/65) Inquiry for electrical fittings and supplies. E.S.B. 12262/65.

Libya
(135/65) Inquiry in respect of cement factory construction. E.S.B. 24408/65.

Netherlands
(135/65) Agency inquiry for raw materials for the chemical and plastics industries. E.S.B. 24610/65.

New Zealand
(134/65) Agency inquiry for copper and brassware novelties. E.S.B. 24129/65.

Pakistan
(136/65) Inquiry for machinery and plant; industrial consultants. E.S.B. 24378/65.

Peru
(135/65) Agency inquiry for plumbers supplies. E.S.B. 24479/65.

Portugal
(135/65) Agency inquiry for synthetic fibres; textile and knitting machinery. E.S.B. 24609/65.
(131/65) Inquiry for screws. E.S.B. 22224/65.

Rhodesia
(133/65) Agency inquiry for toys. E.S.B. 23575/65.

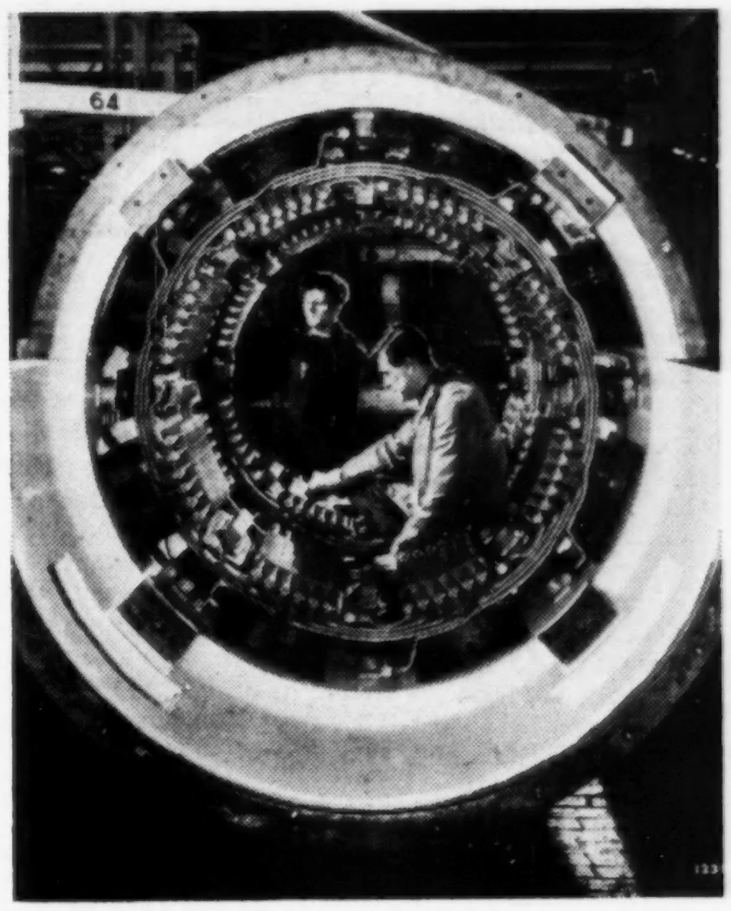
Saudi Arabia
(135/65) Inquiry for prefabricated buildings. E.S.B. 24773/65.

South Africa
(136/65) Agency inquiry for materials for chemical and engineering industries. E.S.B. 23429/65.
(134/65) Agency inquiry for chain blocks; crane grabs. E.S.B. 24334/65.
(133/65) Inquiry for fastening equipment; thermal equipment. E.S.B. 23209/65.
(134/65) Inquiry for orthopaedic and medical equipment. E.S.B. 23572/65.
(135/65) Inquiry for plastics working machinery. E.S.B. 16532/65.
(133/65) Inquiry for refrigeration products; thermal engineering products. E.S.B. 24061/65.

Sudan
(134/65) Inquiry for machinery, plant and raw materials for factory projects. E.S.B. 31512/64.

Sweden
(133/65) Agency inquiry for yarns. E.S.B. 23875/65.

Switzerland
(135/65) Agency inquiry for air conditioning units; electric heaters. E.S.B. 24354/65.
(134/65) Agency inquiry for surgical instruments. E.S.B. 24392/65.
(134/65) Agency inquiry for gloves; socks. E.S.B. 24154/65.
(132/65) Inquiry for glazed paper. E.S.B. 24042/65.



Winding the magnet in a 2800-horse power propulsion motor at the Bedford works of W. H. Allen, Sons and Co. Ltd. This motor will shortly be despatched to Portugal where it will be installed in a large single screw diesel electric stern trawler at present under construction for J. M. Vilarinho Succesores Limitado of Aveiro. Allen also are to supply two 960kW and two 425kW propulsion generators, reduction gearing, a 140kW auxiliary generator and associated control equipment for this vessel.

Trinidad and Tobago
(134/65) Inquiry for shirtings; suitings. E.S.B. 24399/65.

Turkey
(135/65) Agency inquiry for textile industry equipment. E.S.B. 24646/65.
(136/65) Collaboration – grindstones. E.S.B. 24189/65.

United States of America
(135/65) Agency inquiry for contractors' equipment; water pumps. E.S.B. 24648/65.
(134/65) Agency inquiry for Christmas tree decorations and lights; toys. E.S.B. 24402/65.
(132/65) Inquiry for hand tools; marine supplies. E.S.B. 23445/65
(135/65) Inquiry for pliers. E.S.B. 24319/65.
(135/65) Inquiry for electrical heating line voltage controls. E.S.B. 24397/65.
(133/65) Inquiry for cable. E.S.B. 6418/1/65.
(133/65) Inquiry for men's wear; textiles for men's clothing. E.S.B. 24673/65.
(133/65) Inquiry for marine supplies. E.S.B. 23247/65.
(134/65) Inquiry for barbers' shears. E.S.B. 24109/65.
(136/65) Inquiry for marine supplies. E.S.B. 23503/65.
(136/65) Inquiry for wire. E.S.B. 23661/65.
(136/65) Inquiry for copper wire. E.S.B. 24611/65.
(136/65) Inquiry for material handling fans. E.S.B. 24359/65.
(133/65) Manufacture licence in Britain – mechanical power transmission. E.S.B. 24108/65.

Vietnam
(132/65) Agency inquiry for smokers requisites. E.S.B. 23862/65.

Yugoslavia
(133/65) The organization of public utility services. E.S.B. 24725/65.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Hydraulic presses for North America

Export orders from North America worth about £75,000 for hydraulic slab presses have recently been executed by Fielding & Platt Ltd., Gloucester. A single mould slab press equipped to make silo staves which make up the external walls of a grain silo has been delivered to the Harder Silo Company, New York, and another, also a slab press, with a silo stave to N. S. Bauman Ltd., Wallenstein, Ontario, Canada. A single mould slab press has just been shipped to the Duracrete Block Company Inc., Manchester, New Hampshire.

Refrigerator export records broken

Exports of Electrolux refrigerators during the first four months of 1965 were 60 per cent higher than in the corresponding period of 1964 – a year in which the company beat all its previous export sales records – and exports of Electrolux cleaners are 39 per cent higher, according to Mr. Clifford Baron, commercial director of Electrolux Ltd., London. He said: 'Exports of our refrigerators to Common Market countries have increased by 90 per cent, and to EFTA countries even more. . . . Our success can be gauged by the 40 per cent increase in refrigerator exports which we achieved in 1964.'

$23 million fertilizer project

A $23 million chemical/fertilizer complex is to be constructed in the Province of New Brunswick on the Eastern Canadian seaboard under an agreement between Albright & Wilson Ltd., London, and Brunswick Mining & Smelting Corporation Ltd. This large plant will produce phosphatic fertilizer materials to the equivalent of 680,000 tons per annum of diammonium phosphate to meet the continually rising world demand.

Switchgear for Australia

An order worth over £200,000 has been received by Associated Electrical Industries Ltd., Trafford Park, from the State Electricity Commission of Victoria, Australia. The order covers 70 66 kV, 2,500 MVA oil circuit-breakers which will be installed in various electricity supply sub-stations in the metropolitan area of Chelbourne. The circuit-breakers are of a type that have been supplied in large numbers by AEI to electricity authorities all over the world.

Special equipment for East Pakistan

A contract for $13,400 of special fumigation equipment for the Food Department of the Government of East Pakistan in Dacca has been obtained by the Marine and Fumigation Division of Rentokil Laboratories Ltd., East Grinstead, Sussex. The fumigation equipment will be used by local officials to deal with stored product pests in barges, warehouses and other commodity storage buildings in East Pakistan.

Tokyo contract for rich gas plant

Humphreys & Glasgow Ltd. have been given an order by the Tokyo Gas Company for a rich gas production plant at their Toyosu Works, Tokyo. Worth about £300,000, the order is for a catalytic rich gas plant using the process developed by the Gas Council. It is believed to be the first plant employing the Gas Council process to be ordered for installation outside the United Kingdom.

House for Switzerland

A three-bedroom, timber-framed bungalow, manufactured by Guildway Ltd., has been bought by M. Clement, of Clement & Puenzieux, builders, of Grandchamp, Chillon, Vaud, Switzerland, for speculative development. The builder anticipates completion of the bungalow in six weeks and has plans for building several more Guildway homes.

Africa and Philippines place £370,000 bus and truck orders

What is said to be the most significant export orders for their truck and bus chassis, valued at more than £370,000, have been received recently from Central and East Africa and the Philippines by AEC Ltd., London.

The Central and East African contracts are for 20 'Marshal' 6 x 4, eight 'Monarch' four-wheelers in the medium-weight range, 12 'Mammoth Major' eight-wheel heavy duty trucks, and two 'Ranger' single-deck, vertical engined bus chassis for rural services. The Philippines order for a total of 29 vehicles follows contracts placed earlier this year for 74 vehicles, bringing the total sales this year for the territory to 103. The heavy duty bonnetted AEC 'Majestic 690' and 'Mogul 690' models account for the major part of this contract.

USSR plants contract to CJB

A contract for the supply to the USSR of chemical plant worth in excess of £1 million has been signed between Constructors John Brown Ltd. and V/O Techmashimport (the Soviet purchasing organization for chemical plant). It covers the design, supply and supervision of construction of organic peroxide plants, which will have a total production capacity of 2,350 metric tons/year.

Switchgear for Australia

A £200,000 order has been received by Associated Electrical Industries Ltd. from the State Electricity Commission of Victoria, Australia, for 70 66 kV, 2,500 MVA oil circuit-breakers which will be installed in various electricity supply substations in the metropolitan area of Chelbourne. The circuit-breakers are of a type that have been supplied in large numbers by AEI to electricity authorities all over the world.

Belgian package deal factory

A contract for the design and construction of a new factory and office block in Belgium has been awarded to Costain S.A. by Broomwade Belge S.A. This is said to be one of the first design-and-build contracts to be awarded to a British contractor in Belgium and is valued at £100,000. Costain S.A. is the Belgian subsidiary of Richard Costain Limited: Broomwade Belge S.A. is a wholly owned subsidiary of Broom and Wade Limited.

£20 million contract in Syria for British Consortium

A contract for £20 million has been awarded by the Government of the Syrian Arab Republic to a British Consortium consisting of Costain & Press (Overseas) Limited and Stewarts & Lloyds Limited. It is for a 400-mile crude oil pipeline between the Karachok Oilfield in North-east Syria and Tartous on the Mediterranean coast. This is the largest civil engineering contract ever awarded in Syria and was won against strong international competition.

Negotiations have been going on for some time and were successfully concluded on June 2, when an agreement was signed by HE Dr. Hisham Elaas, the Syrian Minister of Industry.

The agreement covers the design, procurement and construction of the pipeline, the construction of tank farms, pumping stations and a terminal at Tartous for the export of crude oil. It is planned to route the pipeline through the existing refinery at Homs. The initial throughput will be 5 million tons per annum capable of considerable expansion in the future.

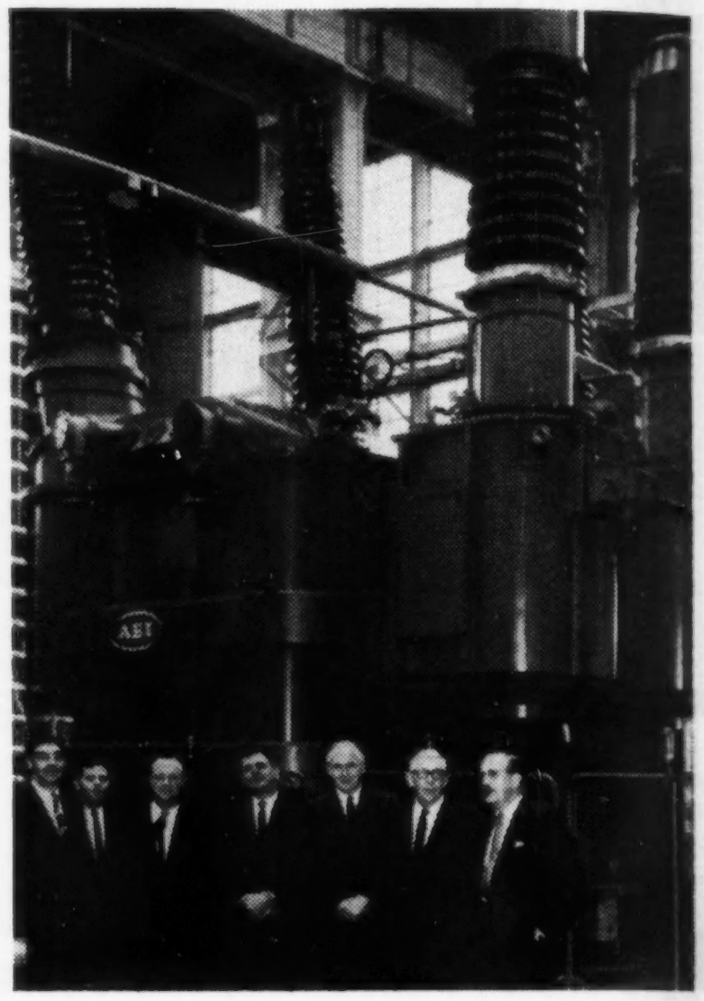
Record American sales of British cars

Standard-Triumph International Ltd., Coventry, announce that American sales of Triumph cars during April 1965 averaged over £44,000 per day. Standard-Triumph Motor Co. Inc. sold 3,066 cars valued at $3,704,050, thus breaking the previous monthly sales record of 2,775 units achieved in May 1964, and bettering last April's sales by 30.3 per cent.

£700,000 contracts for extrusion presses

Orders totalling nearly £700,000 for five extrusion press plants for overseas and the United Kingdom have been received by The Loewy Engineering Company Limited of Bournemouth, a TI Engineering Division company. The export orders cover a 1,600-ton integrated 'package' type light alloy extrusion press complete with fully automated runout gear for Busch-Jaegar Duerener Metallwerke AG of Dueren, Germany; a 1,750-ton carbon electrode extrusion press for Morgexcarbo SpA. Milan, Italy; and a 2,000-ton press for Devidayal Tube Industries Ltd. of Bombay, India, for the production of copper and copper alloy tubes.

AUSTRALIAN POWER EXECUTIVES AT BRITISH PLANT



Two executives of Australian power authorities – Mr. H. Neil Smith, Commissioner, State Electricity Commission, Queensland (fourth left) and Mr. J. B. Jukes, General Manager, State Electricity Commission of Western Australia (second right) seen at the AEI transformer factory at Wythenshawe, Manchester, with a group of the company's Transformer Division executives.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in post throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of May 21. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page* 1316 *of June* 11 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4. (Tel. City* 5757*).*

Marketing manager to address World Congress

Mr. J. G. P. Jamieson, marketing manager of MTE Control Gear Limited, Leigh-on-Sea, Essex, who is visiting the United States to attend a six-week course at the Harvard Business School, has been invited to address the 1965 World Congress on Marketing organized by the American Marketing Association.

Mr. Jamieson will speak on 'How marketing is changing the selling approach in the United Kingdom.' He will give a marketing view of the pressures for change in the British industrial climate and examine the areas in which the Brtish interpretation of the marketing concept is changing the traditional selling approach.

MTE Control Gear Limited manufacture components for electric motor starting and control and also build specialized control panels.

Marketing executive on extensive overseas tour

Mr. R. R. Orman, export marketing manager of George Kent Limited, Luton, began an extensive six week tour of Iran, Australia and New Zealand on June 17. The purpose of his visit is to stimulate immediate and long-term marketing prospects in these countries by discussing Kent products and services with existing and potential customers. Particular emphasis will be placed on the iron and steel, and chemical industries.

Mr. Orman, one of the most widely travelled of the team of Kent executives who are concerned with carrying out the company's export policy, spends approximately 150 days of each year travelling throughout the world.

Sales mission to Far East

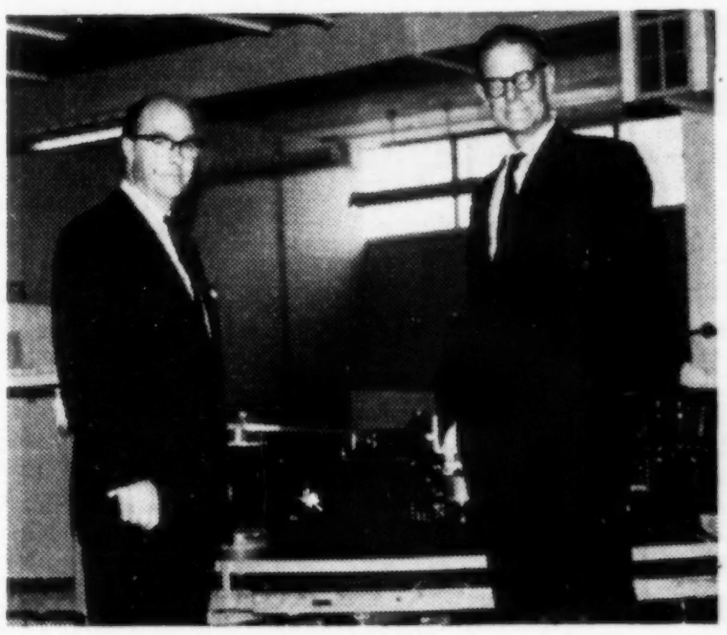
Mr. Ian F. Taylor, managing director of Johiah Wedgwood & Sons Ltd.'s Australian company, began a three-week sales mission to the Far East on June 6. Mr. Taylor visited Japan, Hong Kong and the Philippines – markets in which sales of Wedgwood are gradually improving, but where it is considered there are much greater possibilities to be explored.

At the moment there appears to be a noticeable American influence in Japanese choice of tableware, with Wedgwood selling a good proportion of the British fine china exports there. Mr. Taylor gained first-hand knowledge of trading conditions there and reported back to the firm's directors at the parent company. In Hong Kong he promoted new Wedgwood gift lines to meet the growing demands of the large number of American tourists.

Travelling scholarship for textile student

Mr. J. Butcher, an assistant manager at John Crossley & Sons Ltd., Halifax, has been awarded a Platt Travelling Scholarship by Mr. W. T. Neill, MBE, managing director of Platt Brothers Ltd., one of the major textile machinery units of the £26-million Stone-Platt Industries group.

Mr. Butcher won the award following a three-year course in carpet manufacturing at Kidderminster College of Further Education, where he was selected as the student showing the greatest management potential and understanding of the technical and practical aspects of engineering. Now, with the blessing of his company which has supplemented the award, he will visit America for some three months to study management techniques.



Mr. Oscar Murton (left), Member of Parliament for Poole, Dorset, recently visited the Laboratory Chemicals Division plant of British Drug Houses Ltd. He is seen here with Mr. L. T. Le G. Burley, director and manager of the Division. Congratulating the firm on its export record, Mr. Murton said: 'Here in Poole an organization is sending 40 *per cent of the currency-earning laboratory chemicals it manufactures across the world to* 100 *countries.'*

Mr. Yves R. Arden (left), chief marketing executive of The Tap and Die Corporation Ltd., said to be the largest manufacturers of screwing tools in Europe, has just completed a four-week tour of the Middle East. He is shown here in Jeddah (Saudi Arabia) with Mr. Y. M. Attieh of Attieh Establishments for Trading and Industry examining a recently arrived consignment of tools from the British Tap and Die Co. Ltd., one of the Corporation subsidiary companies.

Record exports of gas appliances

More than 300 domestic appliances per working day were despatched abroad during 1964 by Radiation International Limited. The company have succeeded in increasing their exports by 40 per cent over their 1963 total, according to Mr. F. P. S. Stammers, the chairman, during their recent annual general meeting. Senior executives of the company travel extensively. In the course of 1964 visits were paid to 36 countries at least once, and in some cases twice during the year.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House,* 35 *Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. (Tel. City* 5757, *Ext.* 368, *or Telex No.* 25977.)

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

UNITED STATES

Changes in excise tax

ON JUNE 21, 1965 the President of the United States approved the Excise Tax Reduction Act of 1965 (Public Law 89-44). The Act is largely concerned with changes (mostly reductions), in the Excise Tax Rates in certain fields and with other allied revisions of the Internal Revenue Code of 1954.

The following summary of the eight Titles of the Act relates only to the chief items affected by the Act.

Title I. Retailers Excise Taxes

Repeal of taxes on jewellery and related items; furs; toilet preparations; luggage and handbags.

Title II. Manufacturers Excise Taxes

Reduction of taxes on passenger automobiles etc. from 10 per cent to 7 per cent on June 22, 1965, followed by four further reductions on December 31 in each year to an eventual level of one per cent by December 31, 1968.

Changes in taxes on motor vehicle parts and accessories and lubricating oil.

Repeal of taxes on certain household appliances (refrigeration equipment, electric, gas and oil appliances, electric light bulbs); certain entertainment equipment (radio and television sets, photographs, records); photographic equipment; business machines, pencils and mechanical pencils and lighters; matches; and certain recreational equipment.

Mr. Leslie Wyton (extreme right) export sales manager of GEC (Lamps & Lighting) Ltd., the overseas trading subsidiary of Osram (GEC) Ltd., during the signing in Chicago of a $2 million lighting agreement between GEC and Quality Outdoor Lighting Inc. This agreement allows the Americans to manufacture Osram's complete range of post-top street lighting lanterns. Next to Mr. Wyton is Mr. Alec W. Dexter, Commercial Officer, British Consulate, Chicago. Signing the contract is Mr. Burton Benjamin, a vice-president of Quality Lighting and on his right is the company's president, Leonard W. Koval.

Title III. Taxes on facilities and services

Repeal of admissions and club dues taxes.

Changes in taxes on communications and safe deposit boxes.

Present tax on transportation of persons by air made permanent.

Title IV. Miscellaneous taxes

Changes in documentary stamp taxes (including taxes on issuance, sales or transfers of capital stock etc. and conveyances).

Repeal of tax on playing cards and occupational tax on bowling alleys, billiard and pool tables.

Changes in tax on coin-operated devices.

Title V. Alcohol and tobacco taxes

Repeal of tax on tobacco other than cigars and cigarettes.

Present tax rates on distilled spirits, alcoholic beverages and cigarettes made permanent.

Title VI. Administrative provisions

Technical and conforming changes.

Title VII. Effective dates of Titles I—VI

In general the amendments made by Titles I and II, including the first stage reduction on passenger automobiles etc., apply as from June 22, 1965. The changes in the taxes on motor vehicle parts and accessories, lubricating oils and electric light bulbs will take effect as from January 1, 1966.

The dates when amendments affecting admissions and club dues become effective, vary according to circumstances—the dates concerned are July 1, 1965, December 31, 1965, and January 1, 1966.

The amendments affecting taxes on communications apply to bills for services rendered after January 1, 1966. The amendments on safe deposit boxes apply from July 1, 1965; on playing cards from June 22, 1965; occupational tax on bowling alleys, billiard and pool tables from July 1, 1965.

The amendments affecting the tax on tobacco, other than cigars and cigarettes, apply from January 1, 1966.

Title VIII. Miscellaneous structural changes

These concern motor vehicles; policies issued by foreign insurers; gasoline; lubricating oils; distilled spirits; amelioration and sweetening limitations for natural grape wines; tobacco; and the statute of limitations on assessment and collection of excise taxes.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 456).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Tariff Board Hearing on cotton yarns and rovings

THE CANADIAN TARIFF BOARD has been directed by the Minister of Finance to make a study of the tariff item relating to cotton yarns and rovings for use in the manufacture of certain products. If the Tariff Board's study should indicate that amendments to the Customs Tariff are desirable, they are requested to submit recommendations as to wordings and rates of duty. The request for this Tariff Board Hearing has arisen from controversy regarding the interpretation of the word 'manufacture' for the purposes of the tariff item concerned.

The Canadian Tariff Board has given notice that the public hearing will be held at 219 Argyle Avenue, Ottawa, on **Tuesday, October 12, 1965 at 10 a.m.**

Proposals concerning the wording and the rates of duty of the tariff item should be filed in writing with the Board not later than **Friday, August 13, 1965.**

Submissions or briefs containing relevant facts or arguments in support of such proposals should be filed in writing with the Board not later than **Friday, September 10, 1965.**

Fifty copies of such proposals, submissions or briefs should be filed with the Secretary, Tariff Board, Ottawa 4, Ontario; these will be distributed to interested parties *on request* made to the Board's Secretary.

Persons proposing to attend the hearing should notify the Board's Secretary not later than **September 27, 1965.**

Where United Kingdom trade organizations are thought to be interested in this reference they are being informed, and it is suggested that any British firm desiring to make representations to the Canadian Tariff Board and belonging to a trade association should get in touch with that body in the first instance. Firms proposing to make independent representations to the Tariff Board and desiring further information should address their inquiries to the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 6390/65 (Tel. Abbey 7877, Ext. 2629).

The tariff item to be considered is 521, parts (2), (3) and (4), the full text of which is as follows:

Description	Import Duties	
	British Preferential	Most Favoured Nation
Yarns and rovings, including threads, cords and twines, wholly of cotton:		
(2) For use in the manufacture of cotton sewing thread or Schiffli embroidery thread:		
(a) Singles	Free	10%
(b) Plied	5%	10%
(3) For use in the manufacture of crochet, knitting, darning or embroidery cottons to be packaged for sale at retail for household use:		
(a) Singles	Free	10%
(b) Plied	5%	10%
(4) Of count seventy or finer, when imported by manufacturers for use in the manufacture of levers' lace	Free	Free

Amendment to the Customs Act

THE AMENDMENT to the Canadian Customs Act introducing a new Section 37A, referred to in the *Board of Trade Journal* of April 30, page 979, and May 7, page 1046, was passed by the Canadian Parliament on June 21.

Firms who propose to take advantage of this concession are again invited to get into touch with the Board of Trade, Commercial Relations and Exports Department (Canada Branch), 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2629 or 2698) or with the Commercial Department, British High Commission, 80 Elgin Street, Ottawa 4, as soon as possible.

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

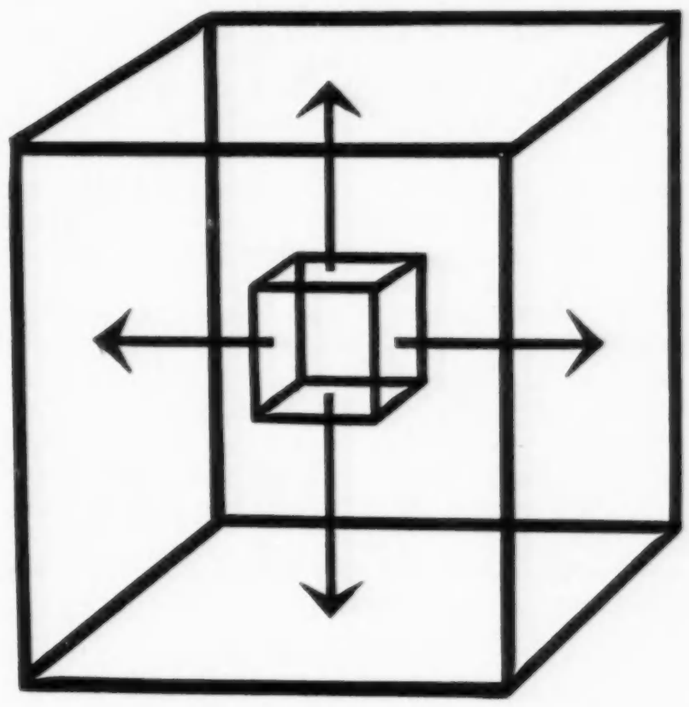
Of 'a class or kind made in Canada':

(*Continued on next page*)

considering Canada?

for new market expansion

Consult us at the embryo stage. The services of over 1000 Royal Bank branches throughout Canada are available for practical assistance in developing business and trade contacts in this important and fast-growing market area. Ask either of our two London offices for detailed information.



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CANADA, *continued*

Isophorone.

(Ruling effective July 30, 1965)

Hand-operated tools, sometimes called tape writers, label printers, tape guns, etc., used for marking, pricing, labelling and identifying by spelling out words and messages inraised (embossed) letter on plastic or metal tapes.

Tenter textile air dryers, also known as stenters print textile air dryers.

(Rulings effective August 4, 1965)

The above information is contained in Canadian Department of National Revenue Memoranda, Series D51-33-3, dated June 29, 1965, and D51-7-1, dated July 2, 1965.

PERU

Import tariff

IT WAS REPORTED on page 1381 of the *Board of Trade Journal* of June 18, 1965, that the nomenclature and duties payable under Section 97.01.0.01 of the Peruvian Tariff had been changed.

The description of the goods concerned should have referred to 'Wheeled' toys and *not* 'Wheels' toys, and the specific duty should have referred to 'Soles per gross Kilo' and *not* 'Sucres per gross Kilo'.

BRAZIL

Exemption from import duties

HM EMBASSY at Rio de Janeiro report that Law No. 4622 of May 29 allows imports to be made free of duty and offers other concessions to a number of Brazilian industries considered as essential to the national economy and industrial growth. The concessions include:

(a) Exemption from import duties and purchase tax for a period of two years from the date of the Law for equipment, machinery and parts for the manufacture of agricultural tractors.

(b) Exemption from import duties and purchase tax for a period of two years from the date of the Law for equipment, machinery and parts for the manufacture of road transport vehicles and powered cultivators.

(c) Exemption from import duties and purchase tax for a period of five years from the date of the Law for machinery and equipment, tools and parts for the metallurgical industry.

(d) Exemption from customs dues, customs clearance charges and purchase tax for a period of 36 months from the date of the Law for equipment and materials for film studios and film laboratories.

(e) Exemption from customs dues, customs clearance charges and purchase tax for a period of 36 months from the date of the Law for parts and raw materials for the manufacture of blank film.

(f) Exemption from customs dues, customs clearance charges and purchase tax for a period of 36 months from the date of the Law for equipment, parts and raw materials for the extension and maintenance of television stations.

(g) Exemption from customs dues, customs clearance charges and purchase tax for a period of 36 months from the date of the Law for equipment, machinery, tools and parts for the shipbuilding and allied industries.

All the above concessions are subject to the overall approval of the federal agencies in control of the various industries concerned.

ARGENTINA

'Aforos' for imports

ARGENTINE Ministry of Economy Resolution No. 139 of June 21, establishes the following index prices ('aforos' – average valuations) on which surcharges and duties in respect of the following items will be assessed:

Tariff No.	Item
3840	Compasses for engineers and architects, separate $5·50 US per unit (cost and freight). In boxes or cases $15·00 per unit (cost and freight).
3841	Compasses for students, good and regular quality, separate $2·45 US per unit (cost and freight). In boxes or cases $4·20 per unit (cost and freight).
3842	Compasses for students, ordinary quality, separate $1·00 US per unit (cost and freight).

Exemption from prior import deposits

ARGENTINE CENTRAL BANK Circular No. 234 of June 9 exempts from the payment of prior import deposits a large range of raw materials. The exemption is conditional on the raw materials being imported for industrial use and on payment terms of not less than 180 days.

The Argentine Secretariat of State for Industry and Mining has drawn up two lists (Resolution No. 211/65 and Resolution No. 214/65) of raw materials to which the exemption applies. A translation of Resolution No. 211/65 and the Spanish text of Resolution No. 214/65 are available for inspection at Export Services Branch (Tariff Section) of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

IRISH REPUBLIC

Suspension of duty on some iron and steel products continued

IT HAS BEEN ANNOUNCED that the Government of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) Order, 1965. The effect of the Order is to suspend until December 31, 1965, the customs duties on certain iron and steel products at Tariff Heading Nos. 73.10, 73.11 and 73.13, insofar as they apply to angles, shapes, sections, sheets and plates of certain sizes.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of June 17, 1965 (*Moniteur Belge*, No. 122, of June 25, 1965) contains **amendments** (reproduced below) to the list of goods to be admitted free of import duty during 1965, up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

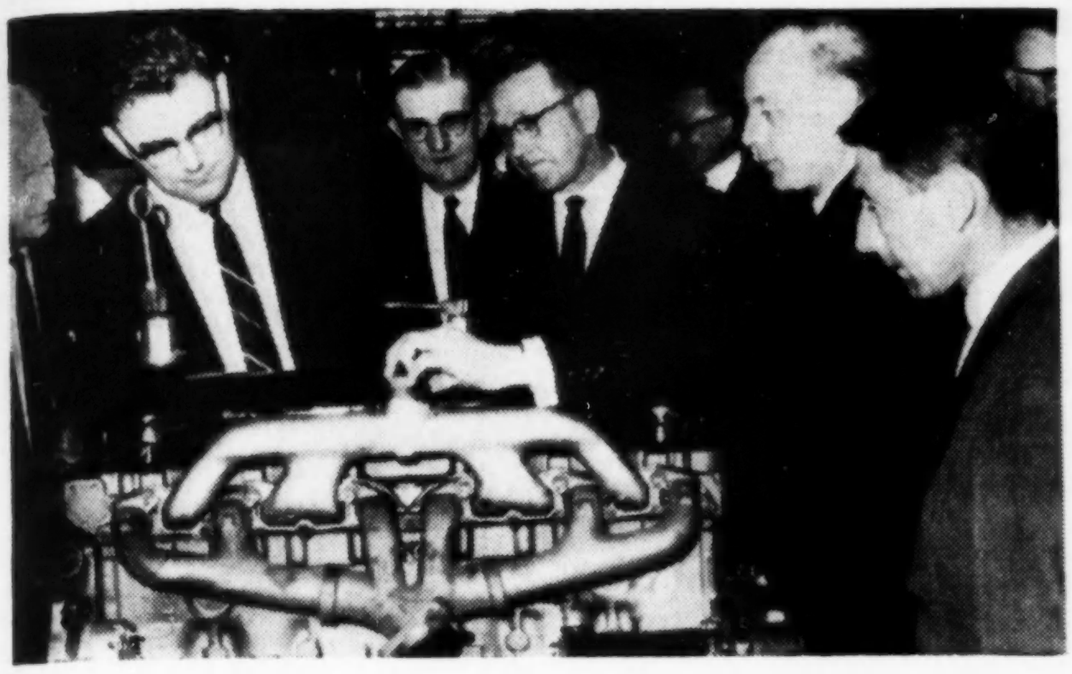
The order came into force from July 1, 1965.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (Prior to July 1, 1965)	NEW (From July 1, 1965)
ex 73.08 A	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight), the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('decapees') of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	200*	200†
ex 73.15 A IV b	High carbon steel wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 6 millimetres, and containing:		
	At least 0·62% but not more than 0·74% by weight of carbon	4,000*	3,600†
	At least 0·62% but not more than 0·85% by weight of carbon		400†
ex 73-15 A IV b	High carbon steel wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 13 millimetres, containing by weight at least 0·60% but not more than 1·05% carbon; at least 0·10% but not more than 0·25% silicon; 0·05% or less of phosphorus and sulphur taken together; 0·10% or less of other elements taken together, except manganese	500*	500†
ex 73.15 B III a	Coils for re-rolling of alloy steel, containing by weight less than 0·6% carbon and more than 10% chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('decapees') of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	1,300*	1,000†

* Quota for the first half of 1965. † Quota for the second half of 1965.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas referring to the above-mentioned items was published in the *Board of Trade Journal* of January 29, 1965, page 250.



Four top executives from the Belgian manufacturing company, Werkhuisen Leon Claeys N.V., which last year bought diesel engines worth over £1 million from Ford of Britain, paid a visit to the Ford plant at Dagenham recently. In this picture Mr. I. Joynes (manager, Quality Control, Power Train and Hot Metal Group), explains a process in engine testing to Mr. W. Dohl, co-managing director of Claeys (third from right), and his party.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/4640 of June 28, 1965 (*Nederlandse Staatscourant*, No. 121, of June 29), contains an amendment to the list of goods at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under the terms of this order may not be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force from July 1, 1965.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to July 1, 1965)	NEW (From July 1, 1965)	OLD (Prior to July 1, 1965)	NEW (From July 1, 1965)
73.13 A I and 73.15 B VI a 1	'Electrical' sheets and plates with a watt-loss regardless of thickness of 0·75 watt or less .	400*	400†	3	4

* Quota for the first half of 1965. † Quota for the second half of 1965.

A previous notice on the Netherlands Import Duty Tariff Quotas containing a reference to the above-mentioned item was published in the *Board of Trade Journal* of January 22, pages 185-186.

FRANCE

Duty quota for cork

THE FRENCH *Journal Officiel* of June 30 announced that for the period July 1 to December 31, 1965 inclusive, the quota for the import of cork (Tariff Nos. 45.01 A and B) at a reduced rate of duty of 4 per cent has been fixed at 5,000 metric tons net.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

GREECE

Modifications to Greek customs tariff

FURTHER TO the decision of the Greek Government Economic Council to cut the duty on imported fresh beef and cheese, (see *Board of Trade Journal* dated June 18, page 1382), a further decision on May 18, abolished altogether the import duty on meat of animals of the bovine species (tariff No. 02.01AIa), and on white cheese (Fetta), and touloumotyri (Tariff No. 04.04 BI).

This latest decision has not been published in full in any of the usual media, but the duty-free imports for which it provides are in fact taking place.

Any inquiries about the above notice should be made to the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4.

FINLAND

Amendments to import levies

THE FOLLOWING TABLES show recent amendments to the import levies of the Finnish Tariff.

Table 1 came into effect May 1, 1965 and Table 2 on June 1, 1965.

TABLE 1

B.N.		Unit	Levies in Fmks.
10.05	Maize	100 kg.	16·95
15.01	Lard and other rendered pig fat; rendered poultry fat	100 kg.	157·05
15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats:		
	unrendered		Free
	other	100 kg.	104·05
15.03	Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil, and tallow oil, not emulsified or mixed or prepared in any way:		
	oleostearin and lard oil	100 kg.	157·05
	other:		
	unfit for human consumption		Free
	other	100 kg.	126·05
15.04	Fats and oils, of fish and marine mammals, whether or not refined:		
400	Whale oil, spermacetic oil, seal oil, herring oil, crude		Free
	other:		
901	crude		Free
909	refined	100 kg.	126·05
15.06	Other animal oils and fats (including neat's-foot oil and fats from bones or wastes):		
	unfit for human consumption		Free
	other	100 kg.	126·05
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
	crude oils, except olive oil and other oils fit for human consumption (except castor oil, tung oil, oiticica oil, and linseed oil, unbleached)		Free
	crude olive oil, other crude oils fit for human consumption, refined oils (except castor oil, tung oil, oiticica oil, and bleached linseed oil)	100 kg.	126·05
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized blown or polymerized by heat in vacuum or in inert gas, or otherwise modified:		
	blown	100 kg.	126·05
15.12	Animal and vegetable fats and oils, hydrogenated, whether or not refined but not further prepared:		
	crude		Free
	refined	100 kg.	126·05
15.13	Margarine, imitation lard and other prepared edible fats	100 kg.	157·05
23.02	Residues and waste from the food industries; prepared animal fodder. Bran, sharps and other residues derived from the shifting, milling or working of cereals or of leguminous vegetables	100 kg.	6·95

TABLE 2

B.N.		Unit	Levies in Fmks.
02.01	Pork:		
401	Whole or half carcases	1 kg.	1·49
405	Ham	1 kg.	2·07
409	Other	1 kg.	1·34
02.05.200	Pig fat	1 kg.	2·07
02.06.300	Pork	1 kg.	2·36
04.01.001	Milk	1 kg.	0·31
009	Cream	(per kg. of milk fat)	7·75
04.02			
200	Milk	1 L.	0·72
300	Cream	(per kg. of milk fat)	7·75
	Dried milk:		
401	Skimmed, containing less than 1·5% of milk fat	1 kg.	1·15
405	Full cream, containing less than 26% of milk fat	1 kg.	3·20
409	Dried cream, containing not less than 26% of milk fat	1 kg.	3·70
04.03	Butter	1 kg.	6·35
04.04	Cheese and curd	1 kg.	3·09
04.05			
100	Eggs in shell	1 kg.	1·55
	Eggs, other than in shell:		
201	Dried	1 kg.	9·30
209	Other	1 kg.	3·10
300	Egg yolks	1 kg.	3·10

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are freely granted:

Tariff Ref. No.	Description	Import Duty (*ad val.* c.i.f.)	Purchase Tax	Imports Permitted as from
41.03, 41.04	Lining leather	45%	15%	13.6.65
41.03	Worked leather for making garments	45%	15%	13.6.65
48.21 (i), 59.01 (a), 62.05 (i)	Hygienic bandages	60%	Exempt	13.6.65
59.05 (i)	Nets, nettings and made-up fishing nets	80%	Exempt	13.6.65
82.11 (a) (9)	Safety razors, non-electric	80%	7½%	13.6.65
85.12 (c) (9) (i)	Electric heating resistors	60%	Exempt	13.6.65
98.12	Combs of all kinds	80%	Exempt	5.6.65

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

JORDAN

Health certificates

A NOTICE about health certificates for consignments of essential oils and food colouring materials exported to Jordan appeared in the issue of the *Board of Trade Journal* of April 30, page 983.

It has subsequently been confirmed that this regulation applies ony to consignments of essential oils and food colouring materials imported for use by the local industries. Shipments of commodities containing these substances are not affected.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

SYRIA

Nationalization

THE BRITISH EMBASSY in Damascus have reported that on June 29 the Syrian Government issued two Legislative Decrees denationalizing 28 small industrial firms which were nationalized under Decree No. 2 of January 1965, and 15 pharmacies which were nationalized under Decree No. 35 of February 1965.

The import of pharmaceuticals continues to remain a State

Monopoly, and these measures do not indicate any change in policy.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

SUDAN

The Commercial Agents Licensing Act, 1964

LEGISLATIVE SUPPLEMENT No. 1 to the Sudan *Gazette* No. 1007 of April 15, 1965, includes a Provisional Order, namely, the Commercial Agents Licensing Act, 1964 (Suspension of Operation) Act, 1965. This states that the operation of the Commercial Agents Licensing Act, 1964 (referred to in the *Board of Trade Journal* of December 4, 1964 and January 29, 1965) is suspended with effect from January 1, 1965 until further notice.

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 2168 published in the United Republic of Tanzania *Official Gazette* dated July 2, 1965, adds, with effect from June 28, the following items to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 8
Division 89 – Miscellaneous manufactures articles:
899 3 2 Matches in packings of 50 matches or less per container.
899 3 3 Matches in packings of more than 50 matches per container.

Note:

All applications to import matches as described in the above Schedule, should be submitted to COSATA Ltd., P.O. Box 9211, Dar es Salaam, and not direct to the office of the Imports Controller.

NIGERIA

Prohibition of straw packing

IT HAS RECENTLY been brought to the attention of the Board of Trade that the Federal Plant Quarantine Service in Nigeria have begun enforcing the prohibition of the importation of material originating from small cereals (which includes straw) under the Plants (Control of Importation) Regulations, 1964.

This means, in effect, that the importation of straw into Nigeria is prohibited, and goods which are packed in straw may not be allowed entry into Nigeria.

Any inquiries relating to the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 .(Tel. Abbey 7877, Ext. 2253).

ZAMBIA

Customs tariff changes and suspensions of duty

TELEGRAPHIC ADVICE has been received of customs tariff changes and suspensions of duty changes effected by the Zambia Government and announced on July 9.

The changes include increases in duty on wines, spirits, private motor cars, washing machines, television sets, radiograms and the more expensive radios. The suspensions of duty changes are on:

(1) Certain manufacturing and industrial machinery apparatus, appliances and implements;
(2) Certain iron and steel semi-manufactures;
(3) Cast iron grains in bulk; and
(4) Parts and materials of a type suitable only for consumption in a process of manufacture, not being fuel, as may be approved by the Minister.

Full details of the changes will be published in the *Board of Trade Journal* as soon as possible.

Import control

THE ZAMBIAN Control of Goods (Import and Export) (Commerce) (Amendment) (No. 8) Order, 1965, amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from June 21 by the deletion of the following item from the list of goods subject to import control from all sources:

Threads and yarns, wholly of man-made fibre, not including monofilament, weighing not less than 0.203 lb. per 1,000 yards, nor more than 2.012 lb. per 1,000 yards, and by the substitution of:

Twines, threads and yarns, wholly of man-made fibres, not including monofilament, the length of which is not less than 1,000 yards nor more than 10,000 yards per lb.

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ZAMBIA, *continued*

Customs tariff application (1)

THE FIRST SECRETARY (Commercial), at Lusaka, has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on soaps, detergents and edible fats as follows:

Tariff item		Col. A.	Col. B	Col. C	Col. D
206	Present wording and duties: Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:				
	(a) Toilet soap in tablet form containing more than 62% of fatty acid . *ad val.* or per 100 lb.	30% £0 15s. 0d. which	20% £0 12s. 6d. ever duty s	20% £0 12s. 6d. hall be the	10% £0 8s. 4d. greater
	(b) Other . . *ad val.* or per 100 lb.	30% £0 15s. 0d. which	20% £0 12s. 6d. ever duty s	20% £0 12s. 6d. hall be the	10% £0 8s. 4d. greater
	Proposed wording and duties: (a) Soaps of all kinds containing less than 60% of fatty acid *ad val.* or per lb.	40% £0 0s. 3½d. which	30% £0 0s. 3d. ever duty s	30% £0 0s. 3d. hall be the	20% £0 0s. 2½d. greater
	(b) Soaps in tablet, flake, powder, liquid or other form containing more than 60% of fatty acid including shaving soap and shampoo *ad val.* or per lb.	40% £0 0s. 3½d. which	30% £0 0s. 3d. ever duty s	30% £0 0s. 3d. hall be the	20% £0 0s. 2½d. greater
	(c) All synthetic detergents in powder, liquid or other form and any such items which are a combination of soap and synthetic detergents excluding scouring powders . . *ad val.* or per 100 lb.	30% £0 15s. 0d. which	20% £0 12s. 6d. ever duty s	20% £0 12s. 6d. hall be the	10% £0 8s. 4d. greater
	(d) All scouring powders whether soap or synthetic detergents base. *ad val.* or per 100 lb.	30% £0 15s. 0d. which	20% £0 12s. 6d. ever duty s	20% £0 12s. 6d. hall be the	10% £0 8s. 4d. greater
6 (1)	Butterine, margarine and similar butter substitutes: Present duty (suspended to) per lb.	£0 0s. 2d.	£0 0s. 1d.	Free	Free
	Proposed duty . . per lb.	£0 0s. 5½d.	£0 0s. 4½d.	£0 0s. 3½d.	£0 0s. 3½d.
6 (4)	Compound lard and vegetable fats, n.e.e., and similar substances for use as food or for cooking: Present duty (suspended to) per lb.	£0 0s. 2d.	£0 0s. 1d.	Free	Free
	Proposed duty . . per lb.	£0 0s. 7d.	£0 0s. 6d.	£0 0s. 5d.	£0 0s. 5d.

(Britain pays the Column D rate of duty)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference C.R.E. 7063/65. The closing date for the receipt of representations by the Ministry of Commerce and Industry is July 23.

Customs tariff application (2)

THE FIRST SECRETARY (Commercial), at Lusaka, has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on:—

1. Iron and steel sheets and strips: plain, enamelled, galvanized or coated, flat or corrugated: not perforated or marked up in any way, not elsewhere enumerated.

	Col. A	Col. B	Col. C	Col. D
Present duty . . . *ad val.*	10%	5%	Free	Free
Proposed duty . . *ad val.*	40%	35%	30%	30%
or per sq. ft.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.
less *ad val.*	—	—	5%	5%
	which	ever duty s	hall be the	greater

2. Table household utensils and ornaments of earthenware and stoneware.

	Col. A	Col. B	Col. C	Col. D
Proposed duty on:				
(a) Cups . . . *ad val.*	50%	35%	25%	10%
or per cup	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 6d.
less *ad val.*	—	—	10%	25%
	which	ever duty s	hall be the	greater
(b) Saucers . . . *ad val.*	50%	35%	25%	10%
or per saucer	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
less *ad val.*	—	—	10%	25%
	which	ever duty s	hall be the	greater
(c) Plates . . . *ad val.*	50%	35%	25%	10%
or per plate	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 9d.
less *ad val.*	—	—	10%	25%
	which	ever duty s	hall be the	greater
(d) Other household utensils and ornaments of earthenware and stoneware . . *ad val.*	50%	35%	25%	10%

(Britain pays the Column D rate of duty.)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. quoting reference (1) CRE 7091/65 and (2) CRE 7092/65. The closing date for the receipt of representations by the Ministry of Commerce and Industry in relation to (1) is August 20 and (2) July 30.

LIBERIA

Luxury tax changes

THE BOARD OF TRADE has been notified that as from May 24 no Luxury Tax will be collected in Liberia on still wines, ciders and other fermented beverages not specially mentioned in the Liberian Luxury Tax Law of February 1, 1965. The Luxury Tax of $3.00 per 4/5 United States q.t. levied on champagne and other sparkling wines remains in force.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

REPUBLIC OF SOUTH AFRICA

Invoice form

A REMINDER was given in the *Board of Trade Journal* of June 4, page 1278, of the need to use copies of the new invoice form CE/DA S.3.01 for all shipments of goods due for clearance in South Africa after June 30.

Further advice has now been received from Pretoria that, as a concession, the period of grace during which use of the old invoice form S.45 will be permitted has been extended to December 31, 1965. No extension beyond this date will be granted, however.

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 397, published in the Republic of South Africa *Government Gazette* of July 9, states that the Board of Trade and Industries have received an application for increases in duty on certain parts and accessories for paraffin pressure stoves, from the existing *ad valorem* rates of duty to the following specific duties:

Prickers, 25 cents per 100;
Flame rings 100 cents per 100;
Leather pump washers 25 cents per 100;
Valves 50 cents per 100.

Those British trade organizations thought to be interested in the application are being informed. Any British firm likely to be

affected by the application which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should therefore get in touch with that body in the first instance. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7077/65.

INDIA

Import policy 1965/66

AN ADVANCE notice about India's import policy for the financial year April 1965 – March 1966 appeared in the *Board of Trade Journal* of July 9, page 118.

The announcement of this import policy was delayed by the Indian authorities owing to the difficult foreign exchange situation; the policy now issued will be applicable to the remaining part of the financial year. The new policy involves further restrictions and cuts in several import quotas because of the continuing shortage of foreign exchange but the Indian authorities say that every effort has been made to minimise the effect of these cuts on items which are essential to India's economic life.

Sixty-seven items have been placed on a list of goods whose import is banned, these include certain chemicals and scientific instruments and some engineering, electrical and motor vehicle spares. There have been large cuts in the quotas given to established importers for the import of other items and smaller cuts in their quotas for imports of more essential items such as components for textile machinery and wattle extract.

Actual users who wish to import raw materials, accessories, machinery spare parts, etc., will have to apply for import licences but the application procedure has been considerably simplified. There is no longer any need for an actual user to obtain an essentiality certificate before applying for a licence.

Any inquiries about the new policy should be addressed to Export Services Branch, Room E54, Hillgate House, Old Bailey, E.C.4 (City 5757, Ext. 408).

MALAYSIA (SINGAPORE)

Import quota

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 236 which states that the quota for sweetened condensed milk (Code 022101) from any source, including the Malaysian territories, for the three-month period June 25 to September 24, 1965, is 40 per cent of an applicant's proved imports for 1964.

Importers are reminded that Letters of Credit should not be established or orders for such goods placed with suppliers unless an import licence is first obtained from the Imports and Export Control and Registration Department authorizing the import of specified consignments.

Sweetened condensed milk manufactured in Malaysia are not subject to this measure of import control, but the importation of such consignments must be supported by documentary evidence showing the country of manufacture or origin of the goods and countersigned by the appropriate Malaysian Customs Authority of the exporting State

MALAYSIA (STATES OF MALAYA)

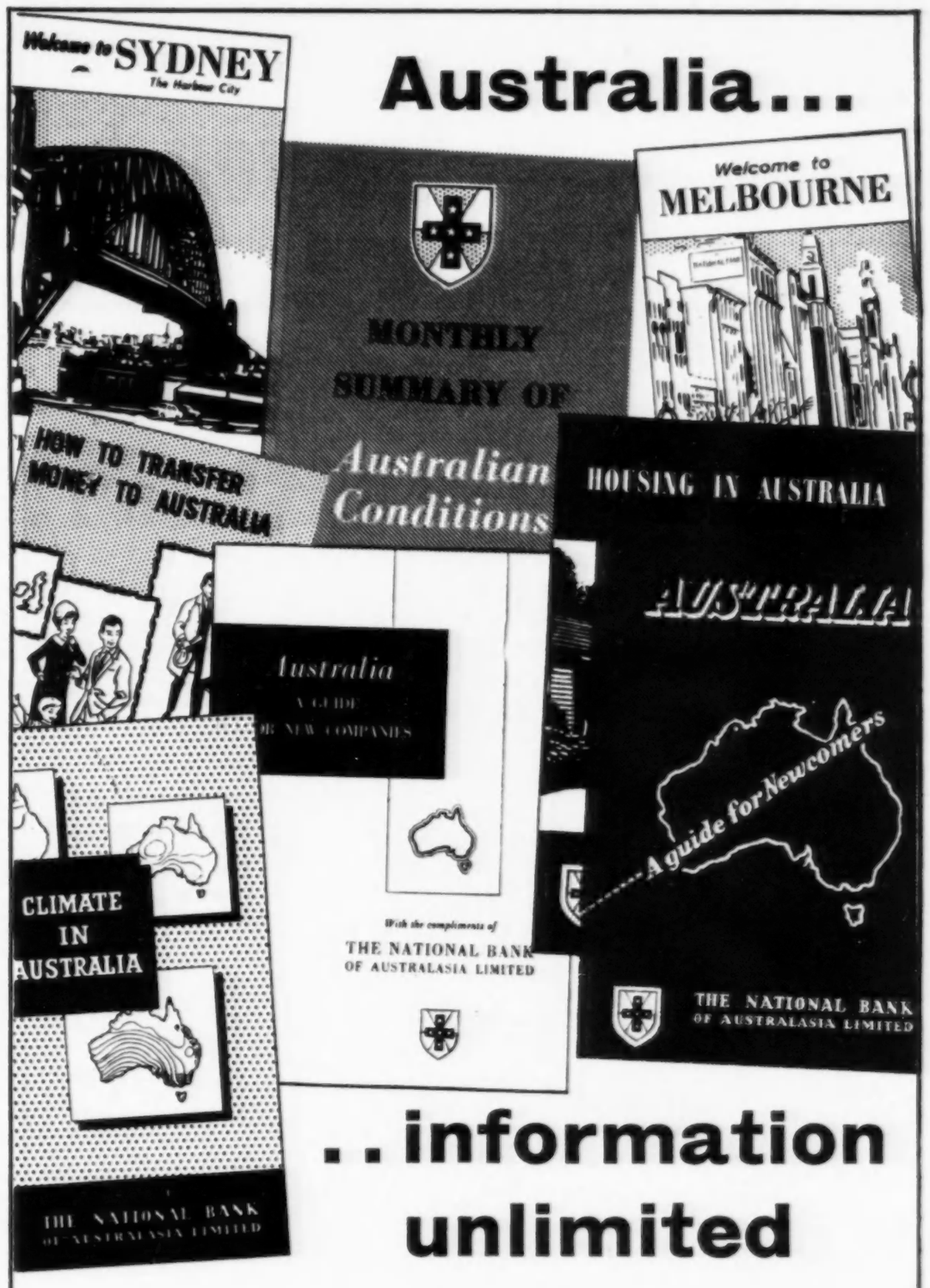
Pioneer Industries Ordinance 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before August 7, 1965, it is proposed to declare the following industry and product to be a pioneer industry and pioneer product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Manufacture of food preparations	rolled oats

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital invested in Malaya.

Inquiries to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).



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LETTERS TO THE EDITOR

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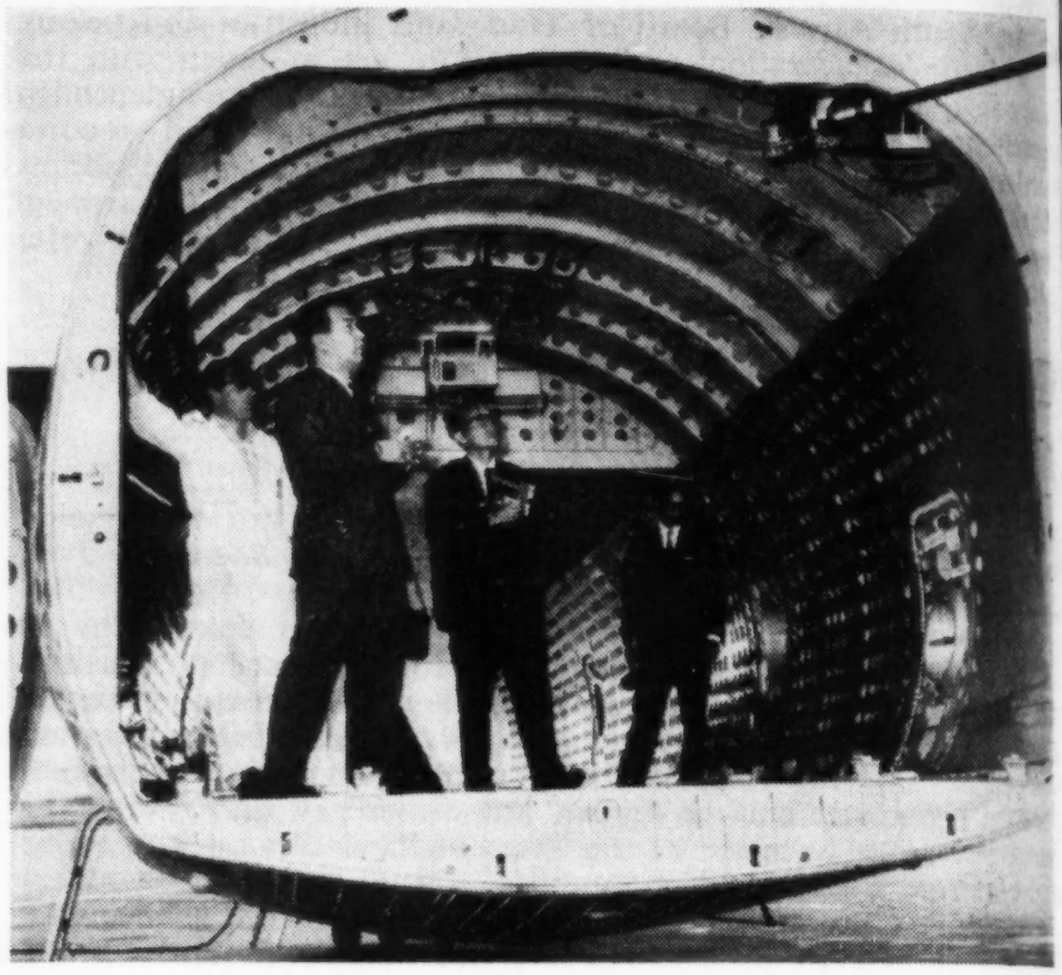

Members of the Japanese 2nd World Aviation Industrial Study Team, during a six weeks' world tour, spent an afternoon at the British European Airways cargo terminal at London (Heathrow) Airport recently. Members of the 16-man Study Team are seen here inspecting a new BEA Argosy 222 freighter aircraft.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **pins** (Tariff Items 73.34.400 and 73.34.900).

This reference is of Departmental origin.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.34	Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins and curling grips, of iron or steel:		
73.34.400	Ordinary pins with solid metal heads . .	30%	20%
73.34.900	Other	55% Primage duty 5%	27½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than August 2.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7059/65.

NEW ZEALAND

Import licensing schedule

A SUMMARY of the 1965/66 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 16, 1965, page 864. The New Zealand Customs Department has now announced further amendments to this Schedule. These amendments are now available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Ext. 469). The main changes are as follows:

(1) **Item Code 71.75 Personal weighing scales of the bathroom type.**

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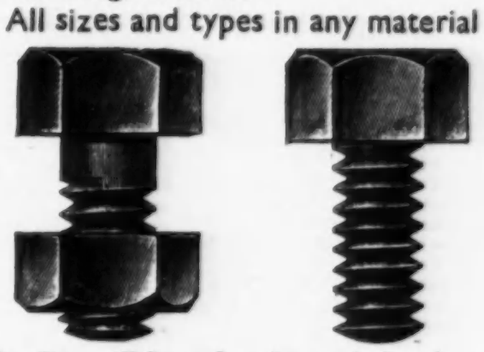

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The allocation is amended from 50 per cent imports, same goods under 1964/5 licences to 100 per cent imports, same goods under 1964/5 licences.

(2) **Item Code 73.20 Cycles (including delivery tricycles) etc.** Item Code 73.20 (Category C – individual consideration of applications for licences) has been divided as follows:
Item Code 73.29 – Bicycles (other than racing bicycles and tandem cycles), having frames of sizes not less than 16 inches, and not greater than 23 inches and suitable for wheels of 24 inches and 26 inches diameter, including component parts for the assembly for such bicycles but excluding parts and accessories of unhardened vulcanized rubber or of man-made plastic – 10 per cent imports, same goods, under 1964/5 licences.
Item Code 73.30 – Racing bicycles, tandem cycles and other bicycles (excluding bicycles having frames of sizes not less than 16 inches and not greater than 23 inches and suitable for wheels of 24 inches and 26 inches diameter) including component parts for the assembly of such bicycles but excluding parts and accessories of unhardened vulcanized rubber or of man-made plastic – 100 per cent imports same goods under 1964/5 licences.
Item Code 73.20 – Spare or replacement components or parts (other than components and parts for assembly) of bicycles, excluding parts and accessories of unhardened vulcanized rubber or of man-made plastic – 100 per cent imports same goods under 1964/5 licences.

(3) **Item Code 73.23 Aircraft.** From June 15, 1965 aircraft suited **solely** for aerial topdressing and other agricultural work will be exempted from import licensing. Collectors of Customs will issue licences for other aircraft not peculiar to agricultural work but approved by the Department of Civil Aviation on condition that they will be modified to make them suitable for agricultural work and will be sold only to authorized operators engaged in topdressing, aerial spraying etc.

Details of aircraft approved under both categories can be seen at Export Services Branch, Board of Trade.

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

PUBLIC UTILITIES BOARD, SINGAPORE. JOHORE RIVER SCHEME, SINGAPORE WATER SUPPLY. CONTRACT NO. 11 CONSTRUCTION OF TREATMENT WORKS (STAGE I).

Tenders are invited for the construction of a 30 million gallon per day water treatment works at a site adjacent to the Johore River, near Kota Tinggi in the State of Johore, Malaysia. The site is approximately 25 miles from the Causeway, linking Johore to Singapore Island. The works comprise the following:

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(c) An administration and machinery building.
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(e) A chemical house.
(f) Roadworks and the laying of miscellaneous pipework and drains.

The filters and tanks are of reinforced concrete construction and the buildings are reinforced concrete framed with walls of rendered brickwork. To obtain tender documents a crossed cheque must be made out in favour of the Public Utilities Board, Singapore, for the equivalent of Malayan $1,000 and sent by registered post to: Chief Water Engineer, Public Utilities Board, City Hall, Singapore, 6, or the Consulting Engineers, quoting reference 281-55: Messrs. Binnie & Partners, Artillery House, Artillery Row, Westminster, London, S.W.1. Drawings required for the purpose of tendering may be obtained at the following prices: From the Chief Water Engineer: (i) to addresses within Malaysia – M$45.00 per set. (ii) to addresses outside Malaysia – M$70.00 per set. From the Consulting Engineers: to all addresses – £8 sterling per set. Payments for drawings will not be refunded. The closing date for Tenders is September 21, 1965, and tender documents will be available on or after July 28, 1965.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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